

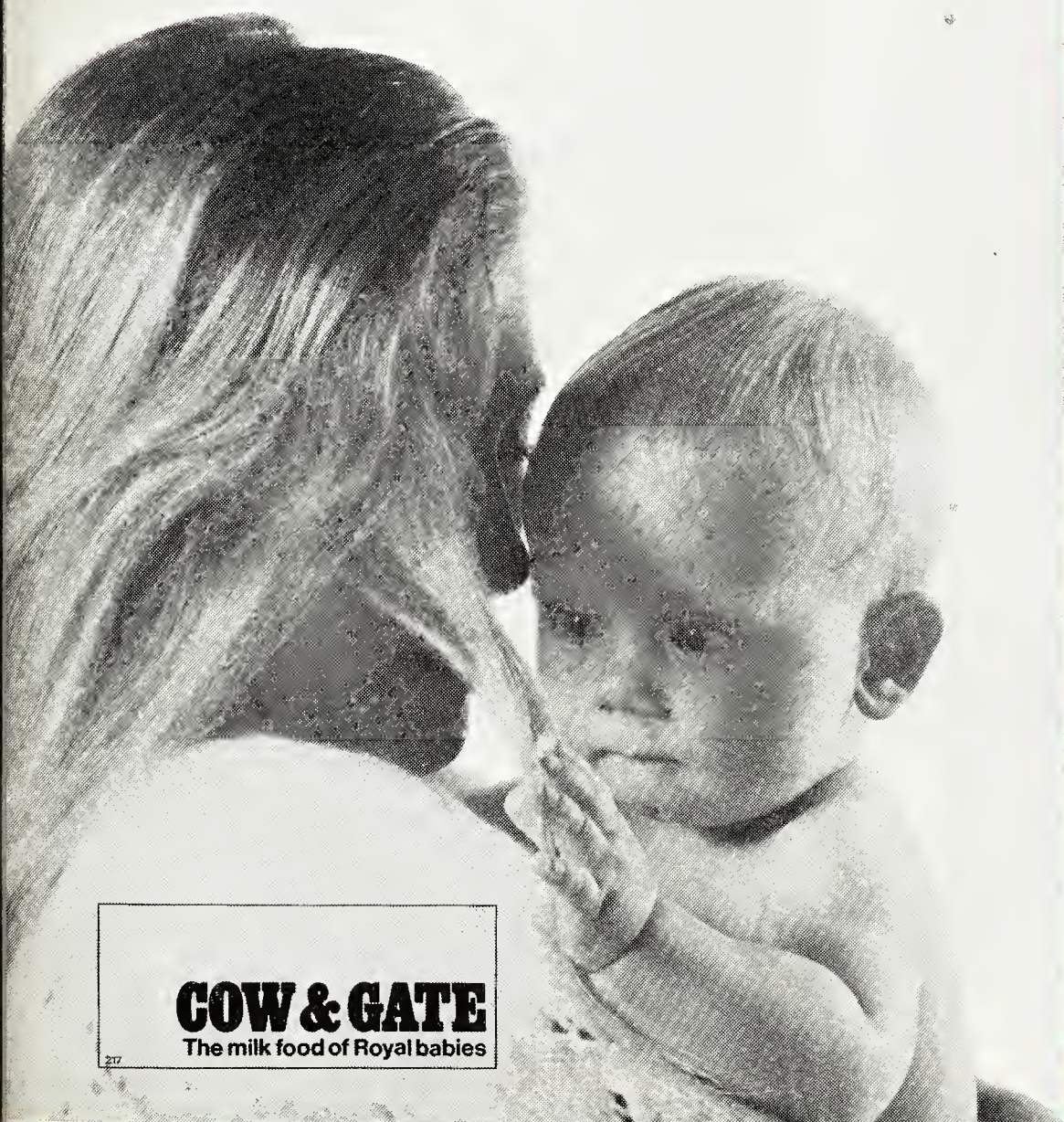
# CHEMIST & DRUGGIST

the newsworthy for pharmacy

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# CHEMIST & DRUGGIST

112th year of publication Vol. 196 No. 4766

The newsweekly for pharmacy

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A Benn Group Journal



A busy corner in the new warehouse of  
Evans, Gadd & Co Ltd, opened last  
week at Exeter (see p 34)



# Medicines licensing will cost £500,000 in a full year

The initial scale of fees to be paid in connection with licences and certificates under Part II of the Medicines Act, 1968, "should be such as to recover about £300,000 a year," said Sir Keith Joseph, Secretary of State, Department of Health, in the Commons last week.

The full cost of licensing will be about £500,000 a year, he said, and at future reviews it will be the objective to bring the receipts from fees into line with the full cost.

Sir Keith added that the scale of fees "should recognise the position of the smaller firms and be such as to avoid placing excessive burdens on them."

Amended proposals will be put to interested bodies about the detailed provisions to be included in the fees regulations.

Sir Keith had been asked by Miss Joan Hall if he would make a statement about the fees.

He referred to the memorandum on the subject issued last April in which a scale of fees was envisaged that would bring in about £750,000, which, at that time, was estimated to be the annual cost of the licensing operation. The fees structure was on a flat-rate basis including a unit fee of £15 for each branded product.

The main points made in comments received on those proposals included the following:

□ There was strong objection to the total amount to be paid, and to the principle of collecting the whole cost, including criticisms of the "open ended" nature of an arrangement under which the full cost of expenditure in this field would fall on fees.

□ Most of the bodies concerned demurred at a distinction between branded and unbranded products.

□ Bodies representing smaller firms maintained that the flat rate basis imposed an unduly heavy burden on such firms.

In the light of those comments and of discussions with the bodies concerned, the Health and Agriculture Ministers reviewed the whole question and have reached the conclusion that the definition of activities constituting the cost of licensing should be narrowed by excluding:

(a) Those activities which represent a continuation of work hitherto carried on under the

Therapeutic Substances Act, 1956, and the Diseases of Animals Act, 1950, and

(b) One-fifth of the cost of the staff supporting the two Committees which are concerned with advising the licensing authority. This work represents a continuation of the work hitherto carried on under the voluntary scheme.

As a result of these adjustments the estimate of the full cost of the administration of licensing is reduced to about £500,000 a year.

## Cost-related in the Lords

A debate on the proposed introduction of cost-related prescription charges was due to be opened in the House of Lords on Wednesday by Baroness Serota, who held office in the Department of Social Security in the last Labour Government.

## Independents' precinct

Independent traders including one pharmacist, at Dukinfield, Cheshire, threatened with the loss of their businesses because of a compulsory purchase order, have formed their own company to develop a £75,000 shopping centre.

Work on the 20-unit shopping centre, which will include service roads and car park, is due to begin this month and it is hoped the scheme will be completed by Christmas.

The pharmacist involved, Mr Arthur Peake of J. K. Bowes Ltd, who is a director of the company promoting the venture told *Chemist & Druggist* this week that many of the small businesses in the area had closed down but a nucleus had wanted to remain in business in the locality and had approached the local council and they had granted a 99-years' lease of a site about 50 yards away from the old site.

Retailers going into the scheme must provide a mini-



Water laps over the step of the Boots' branch in Market Street, Abergele, during last weekend's flooding (see story below)

mum of £100, part of which will buy a single share in the company. The intention is that they will be shareholders. They will buy their individual units subject to a chief rent. The company will undertake collective maintenance of the project and any profits will accrue to the members. Provision will be made for traders who want to sell their businesses.

The big advantages to the retailers are that they own their property on reasonable terms that do not involve contributing to the profits of a development company — any profits accrue to their own company. They can also control the operation of the centre and avoid overlap of various trades.

## New medicines exempt PT

Purchase Tax (No 3) Direction 1971, issued by the Customs and Excise, temporarily exempts further medicines from purchase tax. The effect of the Direction, which is operative from June 30, is to make the following additions and extension to the entries contained in the Schedule to the Purchase Tax (No 1) Order 1970 (see *C&D Year Book*, p 220).

To Head II of the Schedule are added Ancrod, ethoglucid [proprietary name Epodyl] and oxypertine [Integrin].

In Head II the entry relating to 7 - Chloro - 2, 3 - dihydro - 1 - methyl - 5 - phenyl - 1H - 1, 4 - benzodiazepine hydrochloride; is amended to read 7 - Chloro - 2, 3 - dihydro - 1 - methyl - 5 - phenyl - 1H - 1, 4 - benzodiazepine, and its hydrochloride.

## Floods hit pharmacies

"It was quite frightening really, seeing a wave of water coming up the street," said Mr D. L. Morgans, an Abergele pharmacist who was among the victims of last weekend's North Wales floods.

Mr Morgans runs three shops in Market Street, the worst hit part of the town.

Although normal business was resumed soon after the weekend, a considerable amount of stock was damaged. Doorways were barricaded with sacks and at one stage Mr Morgans had seven people baling out one shop to keep the water level down.

A branch of Boots Ltd, also in Market Street, was more fortunate. Although some mopping-up had to be done, with a barricaded door the premises were hardly affected.

Water entered the back of many of the shops in the street and in one a woman had to be rescued off a shelf!

## More safe use recommendations

The Ministry of Agriculture has issued further "safe use" recommendations for the following compounds used in agriculture and food storage: diquat, fenitrothion, pronamide, tricyclohexyltin hydroxide, dodemorph, dioxacarb, diazinon, aminotriazole, dimetridazole, Negasunt, paraquat, formetanate, trifenmorph, chlorotoluron, thiophanate - methyl, phosphine : pyrotechnic mixtures, aldrin, dieldrin and aldrin coatings, dichlobenil.



## Poisoning and 'safe' containers

Replying to a series of Commons questions about accidental poisoning and the use of "safe" containers by pharmacists and pharmaceutical manufacturers, Mr Michael Alison, Under Secretary, Department of Health and Social Security, said this week:

"Various inquiries now in hand sponsored by, or known to my Department, may throw some light on the proportion of households with lockable safety medicine cabinets, the circumstances in which children are accidentally poisoned and the incidence of serious illness as a result of accidental poisoning from different poisons and drugs. My Department has neither drawn up nor sponsored proposals for field trials of child-resistant containers, but we are considering whether such trials would be justified."

He asserted that the standards of containers used by chemists are primarily a matter for the pharmaceutical profession and the British Standards Institution.

"Several manufacturers, and a few other interested persons, have been in touch with my Department about safety containers, and one manufacturer has asked the Department to increase the chemists' container allowance or to commend such containers to chemists. He has been informed that the Department has examined a number of safety containers but has concluded that the safeguards which they could be expected to afford in actual use would be unlikely to justify the additional expenditure, estimated at rather over £½ m a year, which would be incurred in bringing them into general use in the National Health Service."

## Promotion and tax allowances

Mr Patrick Jenkin, financial secretary to the Treasury, on Tuesday refused a request by Dr Shirley Summerskill that the Chancellor of the Exchequer should make promotional expenditure on medicines non-tax-deductible as a business expense.

Dr Summerskill suggested that the allowance encouraged the industry in its practice of spending more on advertising than on research.



Sir Ronald Edwards, chairman of Beecham Group (left), the Earl of Munster, Lord Lieutenant of Surrey, and Mr F. P. Doyle, Beecham Group research director, admire the Queen's Award after the presentation ceremony at the group's chemotherapeutic research centre, Brockham Park, Surrey, on July 2

## Chemists' business rose in March-April

Total chemists' business in March-April was 11.6 per cent higher than a year earlier, according to the Nielsen Drug Index. Cash takings increased by 9 per cent in multiples and co-operatives (excluding Boots) and 10 per cent in independents.

Cash sales by large independents were 11 per cent up and those by small independents 8 per cent up.

Total average turnover was £6.9 m, compared with £6.1 m in March-April 1970.

Nielsen points out, however, that the Monthly Digest of Statistics, issued by the Central Statistical Office, shows that in March 1971, prices for "medicines, surgical goods and toilet requisites" were 8.8 per cent up on a year earlier. "This and our own figures confirm that most chemists' volume increases for over-the-counter business were small indeed compared to last year."

Average weekly National Health Service receipts for the two months were as follows (figures for corresponding period of last year in parentheses): Large independents, £382 (£330); small independents, £194 (£168); multiples/co-operatives, £312 (£308).

Average cash sales were: Large independents, £394 (£355); small independents, £142 (£132); multiples/co-operatives, £388 (£355).

In large independents, NHS business accounted for 48.1

per cent of total turnover (47.1 per cent last year); in small independents, 51.5 per cent (49.6 per cent); and in multiples/co-operatives, 40.1 per cent (42 per cent).

During March, independents dispensed 87 per cent of NHS prescriptions, an average of 1,936 per shop; the multiples and co-operatives averaged 2,180 per shop (13 per cent of the total). In each case the number was higher than in March 1970, but the independents increased their share of the total by 0.5 per cent.

## Toilet tissue market growth

The value of the toilet tissue market has gone up "dramatically" in money terms during the last 12 months, according to Paul Gentles, director of Attwood Statistics Ltd, who have been measuring the market for their clients including Kimberley-Clark Ltd and Bowater-Scott Corporation Ltd. Current figures show the market value at around £30 m and growing steadily.

Biggest changes have been in the hard or manilla paper

and flat packs sector which have declined to some 5 per cent each while soft tissues is presently worth 90 per cent of the total, they claim.

There is strong competition from own label brands in self-service outlets. Sainsbury's hold a national 5.6 per cent of the market in toilet tissues, but hold 11 per cent of this total market in London and South-east England.

In the soft rolls sector, Andrex 18 per cent and Petal 13 per cent are clear brand leaders.

## Security and repeat scripts

Advice about security arrangements for the collection of repeat prescriptions from surgeries is to be drawn up by the British Medical Association.

That emerged in a discussion on a Welsh memorandum (see p 51) on prescribing practice.

The General Medical Services Committee of the BMA heard from Dr C. J. Swanson, of Scotland, that doctors did not usually prescribe excessively. He suggested that less than 1 per cent were involved. Dr J. R. Caldwell countered that in England pre-signed certificates and prescriptions lay about the surgery and were often filled in by a nurse or a secretary. There was no need to forge anything. It was only necessary to steal some of the forms.

## Roussel denial

Dr Norman Eve, an executive of Roussel Laboratories, has denied that the company is considering supplying safes to pharmacists for the storage of drugs open to misuse — although they had at one time thought of it as a possible safety measure.

The suggestion that Roussel are contemplating such a step was made in the *Guardian* on July 5 in an article dealing mainly with Mandrax and security measures adopted by Roussel.

## New Insurance regulations

The Secretary of State for Social Services has made regulations, published on June 29, to enable employers to continue to deduct the employees' share of National Insurance contributions from wages during periods when the sales of National Insurance stamps to the public is interrupted.



# COMPANY NEWS

## Beecham royalty income recovers

Sir Ronald Edwards, chairman, Beecham Group Ltd, reports that 1970-71 prescription medicine sales continued to increase in the UK and in the pharmaceutical division's overseas markets. Exports from UK increased by 29 per cent over the previous year. Royalty income from overseas licensees recovered from the reduction in 1969-70 and reached a total of £4.1 m.

Concluding the annual report of the group Sir Ronald says that there are problems "some within and others largely outside our control."

"But a balanced view justifies the belief that given adequate and effective research, efficient manufacture and vigorous marketing the group's world-wide growth will continue." (For accounts and dividend see C&D May 29, p 664.)

## Evans, Gadd's new headquarters

Evans, Gadd & Co Ltd, held a reception on July 2 to mark the opening of their new building at the Sowton Industrial Estate, Exeter — the first business premises on the site to be occupied. The chairman of Devon County Council and the mayor and sheriff of Exeter attended the reception and afterwards made a tour of the building. Among others attending were representatives of the National Pharmaceuti-

cal Union and chairmen of the local branches of the Pharmaceutical Society.

The ground floor of the premises covers some 37,000 sq ft, and comprises the local distribution warehouse and the clerical and administrative offices, while on the first floor are the company's head office and accounting department.

Evans, Gadd came into existence in 1902 but their history can be traced back to 1790 when a Mr Richard Evans owned a herbalist shop in Fore Street, Exeter.

Employees of the company currently total more than 300 and 40 vans are used to cover the whole of the South-west of England and parts of South Wales.

## CIBA-Geigy loan floated

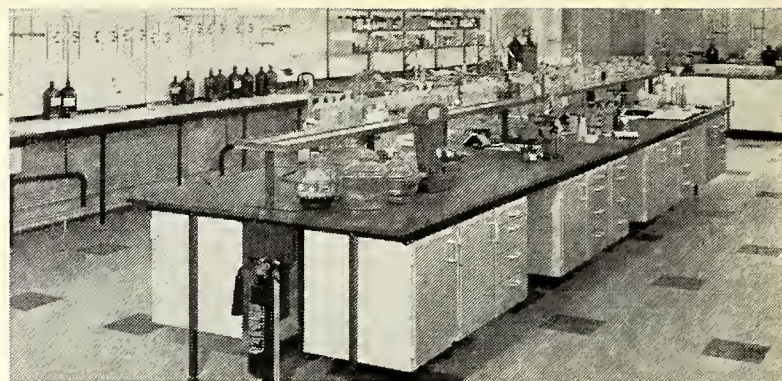
Dealings started on July 6 in the £10m 7½ per cent convertible guaranteed loan stock 1978-91 issued in the UK by CIBA-Geigy (UK) Ltd. All were taken up.

The proceeds will be used for working capital and the expansion of the CIBA-Geigy companies in the UK, including Ilford Ltd, and it is planned to invest about £40m in them over a five-year period and to double annual sales within five to six years from the current £100m.

## Laporte had 'difficult year'

The directors' report of Laporte Industries (Holdings) Ltd states that the year ended March 28 was a "difficult" one. Shareholders are told that the road back to a satisfactory level of profitability will be a rough road.

The target set in 1969-70—doubled profits by 1975—is now not considered capable of achievement in that time scale.



The new analytical laboratory at Cox & Co of Brighton which is the first part of a new wing to be completed. The whole extension, containing laboratories, proposed humidity unit, staff canteen and printing room, will be officially opened on July 16 by Mr E. B. Teesdale, director, Association of the British Pharmaceutical Industry

## Sangers forecast higher sales

Mr H. T. Nicholson, chairman, Sangers Ltd, says in the annual report that group sales "will increase, perhaps, substantially." Two new branches were opened during the year and two more were planned in the current year to relieve pressure on existing larger branches.

### In brief

**Sinclair Pharmaceuticals Ltd** has been formed by Mr A. J. Sinclair, MPS, and Mr J. F. Sinclair, FBOA, with registered office at Ockford Road, Godalming, Surrey (telephone: 04868 7434). The company is now distributing Caprin, Parabal, Thiodril, Thylin and Visclair (formerly Acdrile) previously distributed by Berk Pharmaceuticals Ltd.

**Reckitt & Colman Ltd** are reorganising their business in Italy, and as from November all marketing, sales and distribution will be handled by Manetti Roberts SpA, Florence.

**L. S. Kinghorn Ltd** have acquired the pharmacy of Miss Edna M. Murison, 45 High Street, Strichen, Aberdeenshire.

**Pharmax Ltd** state that their move to new premises (C&D, May 22, p 625) will be completed by July 12. All departments will then be located at Bourne Road, Bexley, Kent (telephone: Crayford 26551).

**Ayrton Saunders & Co.** Group net profit for 51 weeks ended February 13, is £37,029 against £22,795 for 52 weeks in previous year, after tax of £23,734 (£14,991). Dividend declared is 6 per cent (5 per cent).

**Harrops Chemists Ltd** have moved to 150 Gt Homer Street, Liverpool 5 (telephone: 051-207 0042).

## Appointments

**Bellair Cosmetics Ltd**, have appointed Mr Roy Howett their marketing director.

**Lepetit Pharmaceuticals Ltd:** Mr Ross Whiddon has been appointed to the newly created post of area business manager for Australasia. Mr Whiddon read chemistry at the University of New South Wales, gaining a BSc degree.

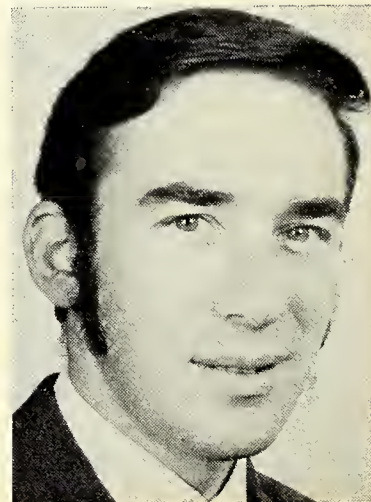
**International Chemical Co Ltd** have appointed Mr John Vale their national sales manager. He joins the division headed by Mr Eric McGregor, who was recently appointed marketing director.

**Smith, Kline & French Laboratories Ltd** have appointed Mr Alan Sanders (28) general manager of their animal health division.

A member of the Pharmaceutical Society and an associate member of the British Institute of Management, Mr Sanders joined SK&F seven years ago after gaining a First Class Honours degree at Chelsea College of Pharmacy. From his initial position of product pharmacist, he became manufacturing manager and later project manager.



Mr W. N. Boorne, chairman and managing director, Evans, Gadd & Co Ltd showing visitors an assembly line in the company's new warehouse





# PEOPLE

**Mr Terence McCarthy**, managing director, Thermos Ltd has been on a four-week export sales trip to America, New Zealand, Australia, South Africa and Nigeria. He returns to London on July 10.

Mr McCarthy believes that the company's outstanding export record (they obtained the Queen's Award to Industry recently) results from a policy of studying each country in terms of competition and customer requirements in design, colour and price.

**Mr George L. Black**, home sales manager, Macfarlan Smith Ltd, has retired after 48 years' service. He joined T. & H. Smith Ltd at the age of 15 and was at first associated with its wholesaling activities. As a former stock-taker he is well-known to many retail practice pharmacists in Scotland. Later he transferred to bulk sales and was appointed home sales manager on the formation of Macfarlan Smith in 1960.

At present Mr Black is convalescing following an illness whilst on holiday, which necessitated a period in hospital in Edinburgh. He was unable to attend a presentation ceremony which had been arranged to mark his retirement. His address is 44 Clerk Road, Penicuik, Midlothian.

**Mr Percy Roche**, after 41 years' service to pharmacy, has retired from *Retail Chemist* at the age of 70. He was assistant editor of the publication when the first "dummy" issue appeared in 1929, and became editor in October 1937. From then till January 1966 he produced every monthly issue. In 1951 he started the paper's price list and edited every issue up to and including the decimal currency issue in February this year.

## Deaths

**Caplin:** As announced (*C&D*, July 3, p 10), Mr J. S. Caplin, joint managing director, Rimmel Ltd, died suddenly on June 16.

**Mr Robert Caplin**, chairman, writes: Jack's association with Rimmel extended over 20 years and it is impossible to set a value on the great part he played in the development and growth of the company throughout that period. His

selflessness, his gentleness and his deep human sympathy, his unfailing good humour, his courage, and his enormous capacity for unremitting hard work, will be a treasured memory of all who had the good fortune to be associated with him.

**Roberts:** Recently, Mr George Norman Roberts, MPS, 94 Sea Place, Goring-by-Sea, Worthing. *Mr J. E. Jeffery, Carshalton, Surrey, writes:* Norman Roberts was a medical representative for Burroughs Wellcome & Co from the year he qualified, 1928, until his retirement in 1967. His area was Surrey and Sussex. For a long time before his retirement, Norman was the doyen of representatives in his area where his many friends in the pharmaceutical and medical professions will join his colleagues in the company in mourning his passing. He bore the suffering of his last illness with characteristic fortitude and undimmed faith. Our sympathy goes to his wife and daughter.

**Shanahan:** On June 17, Mr John Shanahan, of Kerryview, Castleisland, co Kerry, one of the best known pharmacists in the South. Mr Shanahan, who had his own pharmacy in Castleisland qualified in 1924.

## NEWS IN BRIEF

□ The 1971 Conference of Scottish Pharmacists will be held at the Golden Lion Hotel, Stirling, on November 14. Two sessions will be devoted to "The influence of the Statutory Committee on the professional conduct of the pharmacist" and "The pharmacist's responsibilities and functions in relation to the public benefit."

□ The Federation of Pharmaceutical Manufacturers' Associations of Japan and the Proprietary Association of South Africa have been admitted to membership of the World Federation of Proprietary Medicine Manufacturers. The World organisation already represents most countries in Western Europe (including the UK), the USA and Canada.

□ Aspirin and related drugs act therapeutically by blocking the synthesis of prostaglandins which are now known to be involved in inflammation reactions. The theory is put forward by Professor J. R. Vane, head of the department of pharmacology at the Institute of Basic Medical Sciences of the Royal College of Surgeons.

## Topical reflections

### By Xrayser

## Pre-registration

The problems posed by the changes in pharmaceutical education, brought about by the long course of training in the universities and the change of emphasis in the manner of training, have been making their presence felt in recent years.

Attempts are made, from time to time, to come to terms with the new circumstances, and the recommendations of the working party constitute one more step forward toward a solution — though I should be surprised if what is now before us is the ultimate. No matter what is put forward, the fact remains that, however thorough the training in pharmaceuticals during the course leading to graduation, the knowledge acquired is divorced from practising conditions.

The report begins by stating that the current first degrees include academic training and examination in many aspects of pharmaceutical practice which were formerly the province of the pre-graduate apprenticeship. And that is precisely my point — the training and examination are academic. I have some little experience of the new graduate, and while I respect and envy his wide knowledge, I have found that it is only with difficulty that he seems to be able to relate that depth of learning with the day-to-day duties he is asked to perform. And it seems to me to be quite academic to split hairs over whether the prescribed pre-registration is described as "training" or "experience".

There must, in my opinion, come a time when the student is able to relate his course of study to the actual practice of pharmacy at a much earlier stage of his career, and on a continuing basis. How that is to be accomplished I know not, but of its absolute necessity I am thoroughly convinced. Consequently, in spite of all the hard work that has gone into the preparation of the report, I cannot but regard it as an interim measure.

### The outside world

On the other hand, I have considerable sympathy with those entrusted with the teaching of our students. They are not quite so cloistered as perhaps the above might suggest. They are dedicated to training pharmacists to a standard hitherto unknown. But for what? They do not spend their whole lives immured in monastic seclusion. Indeed, some that I know have homes of their own, and on their way there they inevitably pass a number of pharmacies.

Do they, I wonder, ask themselves the purpose of their teaching? Do they, perhaps, wonder where the difference lies between an establishment which sells kitchen utensils, stainless steel ware, clocks and umbrellas, together with drugs, and one which sells drugs, together with kitchen utensils, stainless steel ware, clocks and umbrellas? And what is a "glass riser" (last week, page 11)? It should have some connection with isobars, but I have a feeling it has not.

### The morning mail

The red dalek has struck again. It arrives at regular intervals like some message from outer space . . . red, on a black background . . . more and more often it comes. It seems to convey a message of doom — silent, remorseless, inexorable, awful. And it has a hole right through it. I don't know what it is, but the repetition is causing anxiety, depression and psychosomatic disorders. When will it stop? Are any of my colleagues having the same experience? *Ora pro nobis!*



# 5 COLOUR SETS when Yardley appears

**Sea Jade on TV  
starting 12th July.** (See first showing between 10.15–10.45 pm)

Featuring Mini-Spray, Talc, Creme Bath and Soap, the Yardley Sea Jade commercial will appear on TV in peak-time spots spread over four weeks. Shown nationally. That means literally millions of women will see it.

Also, starting 12th July, the great Yardley TV competition. Between then and the end of the year, five different Yardley commercials will appear on TV. Watch closely and you could win one of the terrific prizes.





# TO BE WON on TV.

It's great fun to enter, great fun to watch. And it's going to sell a lot of Yardley.

Please read the competition rules carefully:

**RULES** The competition is open only to official Yardley stockists in the United Kingdom.

Relatives of and employees of the Yardley company and/or Yardley agencies are ineligible.

1 Prizes will be awarded to those competitors who, in the opinion of the judges, have submitted the correct order and composed the most apt ending to the sentence.

2 Only one entry per stockist will be allowed. Entries should be posted to: Television Competition, Yardley of London Ltd., 33 Old Bond Street, London W1X 4AP, by 31st December 1971.

3 No responsibility shall be taken for entries lost, delayed or damaged in the post, and proof of posting will not be accepted as proof of delivery.

4 Winners will be notified by post.

5 All entries become the property of Yardley of London Ltd.

6 Closing date for receipt of entries will be 31st December 1971.

7 Judges will be appointed by Yardley of London Ltd. and their decision is final. No correspondence can be entered into.

8 By entering the competition, competitors shall be deemed to have accepted and agreed to abide by the rules.

MINI SPRAYS CAPRICE SEA JADE COUGAR  
SOUL SHIMMER LIPSTICK

Each of these Yardley commercials features one of the items listed below:

- |                         |                        |
|-------------------------|------------------------|
| a. Waterfall_____       | d. Backless Dress_____ |
| b. Gazebo_____          | e. Restaurant_____     |
| c. 'Tame it's not'_____ |                        |

Just indicate beside each item which commercial it appears in. When you have done this complete the phrase 'Yardley advertise on television because\_\_\_\_\_'

\_\_\_\_\_

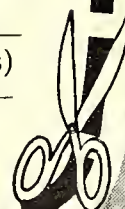
\_\_\_\_\_

\_\_\_\_\_

Name (not more than 24 words)

Address

CDI





# NEW PRODUCTS AND PACKS

## Over-the-counter medicinals *Cerumol equivalent*

To meet requests from chemists for a Cerumol equivalent that could be sold over the counter, Laboratories for Applied Biology have introduced Cerumenol.

The Cerumenol formula is stated to be identical with that of Cerumol and the sage green pack carries the cautionary notice "Not to be used when there is inflammation of the ear. If the ear is painful or discharging a doctor must first be consulted."

It is claimed that, as a result of the 20p prescription charge, an increasing number of customers are attempting to purchase Cerumol. New Cerumenol is issued in 11 ml pack (£0.27). (Laboratories for Applied Biology Ltd, 91 Amhurst Park, London N 16.)

## First aid

### *Four outfits in new range*

There is a big nation-wide market for first-aid outfits say Cuxson, Gerrard, but chemists are however, losing much of the business to other outlets because they rarely display them. Cuxson, Gerrard add: "We are introducing a new range of outfits which are especially attractive on display and should enable chemists to develop their sale in this field and establish themselves as the local first-aid shop."

Four outfits are presented in reinforced plastic cases with gold lettering except the RAC kit which has white lettering.

Model A210, the "handy pack" (£1.10) is in blue plastic; A211, the "travel pack" (£1.30) in dark red; A212 the "senior" (£2.10) is again in blue; A214 "RAC, Car & Home" (£2.20) is in the club's standard colours. (Cuxson Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.)

### *Handy pvc case*

Recently Solports introduced a first-aid case, No 1220 (D180) (£2.25). The red pvc case is stiffened, white blocked with press stud, fastened and is complete with dressings. The case, which measures 11 x 5 x 2 in, includes one absorbent gauze (1 sq yd), a plain lint dressing No 9 and one No 8. Two packets of cotton lint



$\frac{1}{2}$  oz, and a triangular bandage. One bandage 3 in and two 2 in and two  $1\frac{1}{2}$  in. A finger dressing No 7, one tin of plaster, one tube containing 12 aspirins, one tube of first-aid cream and a pack of 17 assorted plasters. (Solport Brothers Ltd, Portia House, Goring Street, Goring-by-Sea, Sussex.)

## For baby

### *A natural angle*

The new Corecto feeding bottle (£0.27 $\frac{1}{2}$ ) has been designed after considering the angle of the baby's head when feeding at the breast.

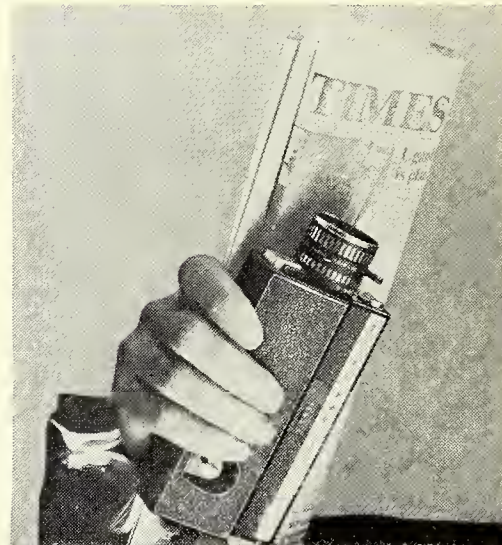
The angle of the bottle neck ensures the teat is constantly full until the end of the feed and this, the makers claim, reduces the risk of wind, colic and other digestion problems. A special display dispenser holding 20 Corecto bottles in full colour packs is available from wholesalers. (Pegar Products Ltd, 109 Portland Street, Manchester M1 6ND.)

## Cosmetics and toiletries

### *Cedar Wood hair spray for men*

In the belief that there are men about who would like their hair in place but jib at the thought of achieving this by applying layers of oil or grease, Cedar Wood hair spray for men (£0.45) was launched, say Goya.

Cedar Wood hair spray is non-oily and non-greasy. The spray is fine, invisible but effective. "It will hold hair in place for hours." Packaging is in line with other



items in the Cedar Wood range. (Goya, D. R. Collins Ltd, Badminton Court, Amersham, Bucks.)

## Blue Carnation range

Roger & Gallet are launching a new fragrance on the British market, Blue Carnation, described as "a spicy carnation with fresh top notes."

The range consists of spray Cologne 55 cc (£1.25), eau de toilette 4 fl oz (£1.55) and 2 fl oz (£0.95) and perfumed hand soap, individually pleat-wrapped tablets, three to a box (£1.12). (Roger & Gallet Ltd, 16 Lettice Street, London SW 6.)

## Hypo-allergenic trio

Almay have brought out a new foundation, Near Nude make-up (£0.98) that is claimed to be both fashionable and hypo-allergenic.

Available in six skin shades: Soft beige, soft peach, soft rachel, soft honey, soft moon beige and soft sun beige. There is also Almay's Near Nude bronzing gel (£0.75) that is available in three shades: golden, tawny and bronze.

The third item is Almay's Near Nude liquid blush (£0.50) in pink and peach for anywhere a blush is desired. (Almay Cosmetics, 9a New Bond Street, London W 1.)

## Repair for split hair ends

Mennen have launched Protein 21, a new shampoo which is stated to have a unique formulation that claims to repair split ends. The product is available in sachets



(£0.05) and in attractive plastic bottles containing either 50cc (£0.17) or 100cc (£0.28). Protein 21 is made in three formulas by hair type—regular, oily and dry. (Mennen (UK) Ltd, Mennen House, Marlow, Bucks.)

## Photographic

### The Bolex compact

For the pocket or handbag and always ready for action is how Johnsons of Hendon describe the new Bolex Compact 233 Super 8 cine camera (£66.79). It measures 7 x 3 x 1½ in. The lens is an eleven-component Bolex zoom with a range from 9 to 30 mm (x 3.3) and an aperture of f/1.9. There is automatic exposure with a manual over-ride of +1 stop for unusual conditions or special effects. The eyepiece of the reflex viewfinder is adjustable from +3 to -3 diopters and, if the light is not suitable for filming, a signal appears. The camera is pictured opposite with *The Times*.

A lens rod, cable release and wrist strap are included. (Johnsons of Hendon Ltd, 335 Hendon Way, London NW 4.)

# PRESCRIPTION SPECIALITIES

## BIOTREN powder

**Manufacturer** Carlton Laboratories (UK) Ltd, 11 Shelley Road, Worthing, Sussex

**Description** Antibiotic dusting powder containing in 1 g: glycine 10 mg, zinc bacitracin 250 units, neomycin sulphate 5 mg, L-cystine 2 mg, dl-threonine 1 mg and base

**Indications** For application to minor wounds, burns, most skin infections, leg ulcers, lacerations and pressure sores

**Contraindications** Should not be used in the treatment of fungal infections

**Pack** Puffer bottle of 15 g (£0.25 trade + PT)

**Supply restrictions** Therapeutic Substances Act Issued July 1971

## KOLANTICON wafers

**Manufacturer** Merrell Division, Richardson Merrell Ltd, 20 Saville Row, London W1X 2AN

**Description** Orange-flavoured wafers each containing 5 mg dicyclomine hydrochloride, 240 mg dried aluminium hydroxide gel, 175 mg magnesium hydroxide and 20 mg dimethylsiloxane.

**Indications** Dyspepsia, whether due to flatulence, acid, hypermotility, spasm or any combination of these

**Contraindications** Hypersensitivity to dicyclomine hydrochloride

**Dosage** One to two wafers every 3 to 4 hours, or as directed

**Precautions** Caution is advised in patients with, or suspected of having, glaucoma. Magnesium salts in the presence of renal insufficiency may cause central nervous system depression, and aluminium hydroxide may cause phosphorus deficiency if there is a low phosphorus diet

**Side effects** Dicyclomine may cause dry mouth and rarely blurred vision or dysuria. Complaints of fatigue and dizziness have also been attributed to this substance

**Pack** 100 wafers (£0.94 trade)

Issued July 1971

# PROMOTIONS

## Gibbs relaunch SR with new formula and flavour

A "deep-cut" money-off promotion, and "revolutionary" advertising are being used in the re-launch of Gibbs SR toothpaste.

The relaunch is the culmination of three years' technical and consumer research in the toothpaste market. Gibbs have given their major toothpaste an up-to-the-minute formula and an "outstandingly successful" flavour—the first major change that has been made to the product in the past five years.

The packaging has been radically updated. The pack, while still recognisable as SR, is livelier than the old design, the basis being a realistic water droplet pattern that appears on the carton and the tube. Tests of this packaging showed a majority of three to one preferring it to the old design.

Strongest promotion is the money-off packs. This is a trial offer only, but while stocks last flashed packs with 3p, 4p, 6p and 7p off the recommended price will be available. It is intended to encourage the widest possible consumer sampling.

The television commercial brings in a number of "new ideas," utilising snow, pretty girls and an ice block that explodes to reveal a tube of SR inside—the central theme of all the advertising, including point-of-sale material.

A major market research survey found that 63 per cent of toothpaste users brushed their teeth first thing in the morning (before breakfast) to clear away the stale taste in their mouths. This is the market new SR is aimed at, the existing product already being identified as the "freshness" brand.

*A free 35-g trial size of Elnett Satin hairspray will be banded to packs of Recital hair colouring until August 27. During the promotional period there is a trade bonus, in the form of free goods. (L'Oreal, Berkeley Square House, Berkeley Square, London W1A 1BX.)*



## 'Holiday special' on Wilkinson

Wilkinson Sword are offering a special price for the Wilkinson Sword razor to encourage holiday-time purchase. It will last while stocks of the promotional pack are available. Usually retailing at £1.25, the razor will be offered at a suggested selling price of £0.99.

Special point-of-sale material has been designed, consisting of a head-board sticker for the six razor display unit and a holiday price flash on each carton. (Wilkinson Sword Ltd, Sword Works, Southfield Road, London W 4.)

## Fresh & Dry uses three media

Television, Press and cinema—all three media are currently being used by Bristol-Myers to advertise Fresh & Dry with Natural Herbs.

The visual theme features the hands of an artist putting the final delicate touches to the floral motif of the packaging, while the voice over and the copy quietly stress the herbal message. The campaign is geared to reach a target audience of 16-24 year old girls. (Bristol-Myers Co Ltd, Stanford House, Station Road, Langley, Bucks.)

# ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**Anadin:** Ln, M, WW, A

**Andrews Liver Salts:** All except M, U, E  
**Band-Aid washproof plasters:** Ln, M, Sc, WW, Sc, G

**Body Mist:** All except E

**Brylcreem:** All except Sc, B, G, CI

**Cool Charm:** Ln

**Fiesta household towels:** Ln, Sc

**Free & Lovely:** All except E

**Intimist:** All areas

**Iron Jelloids:** NE

**Lucozade:** All except E

**Macleans Freshmint:** All except E

**Macleans White Fluoride:** Sc, B, G, CI

**Mum Rollette:** All areas

**Optrex eye lotion:** Ln, M, Y, WW, So, U, We, B, CI

**Polaroid cameras:** All except E

**Silvikrin hairspray:** All except E

**Sweetex:** Sc, NE

**Syntex skin care range:** CI

**Vosene:** All except E

**Yeast Vite:** All except E



# TRADE NEWS

## Some Terramycin prices reduced from July 12

Pfizer Ltd, Sandwich, Kent, announce the reduction in price as from July 12 of certain Terramycin preparations. The new prices are: Terramycin capsules 250 mg and tablets 250 mg, 16 £0.54; 100 £3.21; 1,000 £30.97; Terramycin tablets 100 mg, 25 £0.40; 100 £1.49; Terramycin S.F. capsules, 16 £0.56; 100 £3.34; 1,000 £32.15. Credit is not being given on this occasion for price differences on shelf stock held. Prices of certain other products are also being increased at the same date. Details of the new prices will appear in next week's supplement.

### New sanitary towel

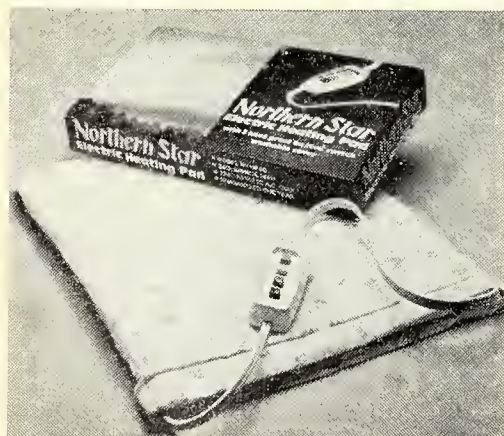
Cuxson, Gerrard & Co have introduced New Sylvia, a disposable sanitary towel which is available with either traditional loops (£0.11) or with tab ends (£0.14½). New Sylvia tab-end towels are presented in holly green and yellow-orange bags and the loop end packs are in kingfisher blue and magenta. Two showcards are available, a large one, brightly printed in full colour silk screen, and a smaller one showing prices. (Cuxson, Gerrard & Co Ltd, Fountain Lane, Oldbury, Warley, Worcs.)

### Glybron change

Carlton Laboratories (UK) Ltd, 11 Shelley Road, Worthing, have now taken over the product Glybron previously owned by R. A. Cripps & Son Ltd. It will be re-introduced with a bonus offer in the autumn, but small stocks are at present available.

### Northern Star packaging

The Northern Star heating pad (£5.45) is now in the familiar attractive Northern Star packaging. The pad has a washable cover, and Northern Blankets Ltd, Vine Mill, Royton, Oldham, Lancs, have also given it a unique four-position push-button switch supplying three degrees of warmth.



### Aladdin Escort redesigned

A new design has been adopted by Aladdin Industries Ltd, Greenford, Middlesex, for their Escort vacuum flasks. The new look comes in a choice of three main colours: blue, brown or red.

Aladdin Escort models have metal jackets matched with a white cup and stopper in polypropylene, and are in two sizes, 16 oz (£0.50) and 32 oz (£0.77). This new design is now available and has been accepted by the Council of Industrial Design for the Design Centre, London.

### Genticin-based drops

To overcome any confusion that may exist, Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks, state that there are two ear drop products based on Genticin (gentamicin). They are Genticin eye/ear drops—a sterile solution of gentamicin sulphate which is congruent to 0.3 per cent gentamicin, and Gentsone HC ear drops, sterile suspension of 1 per cent hydrocortisone in an aqueous solution or gentamicin sulphate which is congruent to 0.3 per cent gentamicin.

### Urispas supply position improved

Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks, say that the difficulties which some prescribers and pharmacists have found in obtaining adequate supplies of Urispas should now be ended. They were caused by demand outstripping initial production capacity.

In response to requests received from doctors and pharmacists, future batches of the white, sugar-coated tablets will be over-printed "Urispas" to facilitate identification.

### Ayerst in Britain

Ayerst Laboratories Ltd, Forge Court, Yateley, Camberley, Surrey, a sister company of Ayerst, McKenna and Harrison of Montreal, the largest Canadian pharmaceutical company, has recently set up in Britain and has taken over responsibility for marketing Premarin, Phospholine iodide and Fluor-i-strip.

Other products are in process of registration and will be introduced gradually to the medical profession. The company's research concentrates on oestrogens and

other steroids, psycho-therapeutic drugs and coronary vasodilators.

Managing director is Mr D. Wren, and the chief pharmacist is Mr J. C. Mountain.

### Karvol repackaged

Crookes Laboratories, Telford Road, Houndmills Estate, Basingstoke, Hampshire, announce the introduction of a new presentation to replace the current tin of ten Karvol capsules. It is a cardboard skillet containing the Karvol capsules in a push-through bubble-pack format. It is not intended to withdraw the existing pack and the new pack will soon be supplied by wholesalers when the old packs are exhausted. The five hundred dispensing pack remains unchanged.

### Signs for the 70's

When a company requires "a sign to warn, direct, inform, identify or prevent accidents" Bribond Signs Ltd, Victoria Road, Burgess Hill, Sussex, say they can provide a suitable one. A price list of standard signs is available.

### New Knight's Castile

The formulation of new Knight's Castile toilet soap is said by the manufacturers, Lever Bros & Associates Ltd, Port Sunlight, Birkenhead, to make it longer lasting (better value for money) and give an increased volume of lather. It has a distinctive new wrapper, a new perfume and is now available in a 7 oz family size.

Advertising support for the rest of 1971 will be the biggest ever for the brand. The new brand slogan "Knight's Castile—pure and simple—for all the family" will feature in new 30-second colour television commercials. There are three sizes, family (£0.13½), large (£0.10), and small (£0.6½).

### Being repackaged

Fisons point out that Velvetone products are being repackaged and supplies of Velvetone autumn/winter in the new designs will be available during the coming months. They suggest that retailers should try to "eliminate" stocks of current packaging by "in-store displays at the end of summer."

An addition to the range of peats offered by Fisons Ltd, Harston, Cambridge, is British moss peat, a light compressed sphagnum variety for use as a soil conditioner. Available in one size only 6 cu ft weighing approximately 75 lbs (£1.64). An introductory bonus is available through representatives.

### Trade shows next week

#### Birmingham

Midland Hotel, July 12-15, Bronnley & Co Ltd, July 13-15, Fabergé Inc.

#### Brighton

Metropole Hotel, July 11-16, Shulton (Great Britain) Ltd, July 12-16, Columbia Products Co Ltd, Richards & Appleby Ltd, July 12-15, Bronnley & Co Ltd.

## Bonus offers

Rapidol Ltd, 32 Dover Street, London W1. Inecto Peach Nut Oil shampoo and conditioner. Bonuses to achieve up to 25 per cent discount, until October.



# SOMETHING TO GET IN A LATHER ABOUT



## BRITAIN'S No1 MEDICATED SHAMPOO



**We've broken the silence about sanitary towels.**





# WEEKLY CHANGES AND ADDITIONS

## To June Quarterly Price List

### THE CHEMIST & DRUGGIST Price List Service

To ensure accurate pricing, look first in this supplement under This Week's Changes and Stop Press followed by the Cumulative Section commencing on p 1. If the price you are seeking does not appear in this supplement, refer to the Quarterly List. Discard earlier supplements.

Trade prices are given per unit unless otherwise stated. Bold upright figures (0.14) in the retail column indicate the price is subject to resale price maintenance. Italic figures (0.14) is manufacturer's recommended price. Light upright figures (0.14) is a suggested guide. A = Price advanced. R = Price reduced. ● = New entry. D = Delete. C = Correction. I = Insert.

	Trade £·p	Tax £·p	Retail £·p
<b>2-Minute Magic</b> (385 DG) 116cc	0.39	0.21	0.81
<b>10 Hour</b> (333 Cupal) powders	0.865dz	0.29dz	0.13½
<b>Abstem</b> (746 Lederle) tablets 100	1.42	0.521	2.65
<b>Abunda</b> (385 DG) cream 14cc	0.42	0.23	0.88
<b>Actifluor</b> 3-18 (1341 Willows) <b>Actifluor</b> 3-18 (1335 Wigglesworth) <b>Actifs</b> (1521 Pharm Dis) <b>Actifs</b> (1521 Pharm Dis) capsules	4.26dz	1.68dz	0.75
<b>Adaptoplast</b> (339 CG) dressings 125 pieces asst. M95 150 pieces asst. M304 pieces 150 × ½ × 2½ M304M	0.625 0.45	— —	0.87 0.63
island dressing 150 × ½ × 1½ M97	0.479	—	0.67
strip ½ in × 5yd M266 1 in × 1yd M272 1 in × 5yd M268	5.60dz 1.59dz 7.95dz	— — —	0.66 0.19 0.95
<b>Adona</b> (60 Arden) cream 101.02	—	—	1.25
<b>Adventure</b> (545 Grossmith) perfume 4cc	3.12dz	1.67dz	0.54
<b>Agfa</b> (16 AGL) chemicals Neutol NE	—	—	0.26½ I
liquid	—	—	0.63 0.26½ 1.26
Neutol 66 films	—	—	— D
Dia direct reversal 35mm 36 exp. filters, 25, 30, 32mm 35.5mm 46mm	— — — — —	— — — — —	1.30 2.34 2.58 3.27
<b>Agfacolor</b> (16 AGL) chemicals film bleach bath film developer 5	— — — —	— — — —	0.56½ 0.48

	Trade £·p	Tax £·p	Retail £·p
film fixing bath	—	—	0.51
paper bleach fix bath	—	—	1.11
paper developer	—	—	0.56½
paper stop bath fix	—	—	0.47½
projectors 50	—	—	20.90½
automatic 50	—	—	40.74½
case	—	—	3.09
negative film CNS standard cassette 35mm 12 exp.	—	—	0.53
20 exp.	—	—	0.65
36 exp.	—	—	0.89
126 20 exp.	—	—	0.71
126 12 exp.	—	—	0.57
Rapid roll film 127, 120, 620	—	—	0.48½
reversal film CT18 126 20 exp.	—	—	1.36
35mm cassette 20 exp.	—	—	1.36
36 exp.	—	—	1.96
Rapid roll film 127, 120, 620	—	—	1.09
8mm cine CT135 25ft.	—	—	1.00
8mm cine CK.17 super 8	—	—	1.65
8mm Movex cassette	—	—	2.00
16mm cine spool 100ft.	—	—	2.15
4.69	—	—	—
<b>Agfalux</b> (16 AGL) flashgun KM	—	—	6.06½
CK & CM	—	—	3.83½
CI outfit	—	—	5.42
<b>Agfascop</b> (16 AGL) viewer 10	—	—	5.35
20	—	—	7.92½
<b>Agfatronic</b> (16 AGL) flash guns 140A	—	—	23.38½
160A	—	—	29.13
220A	—	—	40.79
<b>Agprosal</b> (17 Agprolin) tablets 100	0.30	—	—
<b>Airwick</b> (671 Jeyes) aerosol mists old sizes	1.90dz	—	0.20 D
<b>Alberto Culver</b> (24 ACC) VO5 hairspray 300g	5.55dz	3.05dz	0.90
<b>Albion</b> (339 CG) cotton wool carton 1oz	0.47dz	—	0.06
4oz	1.22dz	—	0.13½
1lb	0.32	—	0.42
paper wrapped 2oz	0.74dz	—	0.09
8oz	2.10dz	—	0.23
1lb	0.30	—	0.40
<b>Albucid</b> (187 B5) eye drops ts4B	—	—	—
10% 10ml	0.23	—	0.34½
20% 10 ml	0.24	—	0.36
30% 10 ml	0.25	—	0.37½
eye ointment† 2½% 4 g	0.10	—	0.15
6% 4 g	0.12	—	0.18
10% 4 g	0.13	—	0.19½
nasal spray	—	—	— D
<b>Algesal</b> (894 Nicholas) tube 40g	0.14	0.05	0.26
<b>Allcock's</b> (31 AP) (distributors 1377 R & A) porous plasters	0.812dz	0.283dz	0.12
<b>Allergilac</b> (307 C & G) 12oz (2doz)	5.20	—	0.29
<b>Allinson</b> (40 Allinson) dried yeast 4oz	3.93 (3 dz)	—	0.13½
<b>Almevax</b> (208 BW) 10 dose vial	8.90	—	13.35
<b>Alopecinin</b> (1521 Pharm Dis) ts4B pomade 1oz	9.92dz	3.80dz	1.49
tablets 30	9.92dz	3.80dz	1.49
<b>Amami</b> (105 BTD) styling lotion 80cc	1.16dz	0.64dz	0.18

Simple Soap

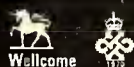
Now the only big-profit-big-volume toilet soap for sensitive skins you can safely recommend.

9p & 15p Nationally Advertised

	Trade £·p	Tax £·p	Retail £·p
<b>Amytal</b> (413 Lilly) ts4A Pulvules with ephedrine 100	0.33	—	0.50 I
<b>Anacal</b> (1490 IAPS) ointment suppositories	0.82 0.51	0.30 0.187	1.53 0.95
<b>Anapax</b> (848 Minnesota) cold sore lotion 5ml	1.00dz	0.367dz	0.15
cold tablets 12	1.33dz	0.488dz	0.20
24	—	—	— D
cough linctus † adult 55ml	1.90dz	—	0.22½
child's 110ml	3.15dz	—	0.37½ D
junior pain reliever 60ml	1.68dz	—	0.20
<b>Andre Philippe</b> (48 AP) bubble bath gift set trio 33	4.00dz	1.465dz	0.63
slim diamond 14	3.40dz	1.245dz	0.53
continental 35	7.20dz	2.64dz	1.13
Cologne slim diamond 24	3.00dz	1.65dz	0.53
Cologne/lavender 34	6.60dz	3.63dz	1.13
<b>Anectine</b> (208 BW) (distributors 218 Calmic) Insert ts4B	—	—	—
<b>Anethaine</b> (518 Glaxo) † cream 20g	0.11	—	0.15
<b>Animalintex</b> (1073 Robinson) poultice dressing (vet)	2.50 (10/12dz)	0.917 (10/12dz)	—
<b>Antoin</b> (311C) †DDI tablets 20	0.10	0.036	—
50	0.19	0.07	—
dp 250	0.80	—	—
<b>Anusol</b> (1310 WW) suppositories 12	2.08dz	0.763dz	0.30
<b>Apple Blossom</b> (596 HR) bath essence 3303	—	—	1.20
cubes 3321	—	—	0.75
creme perfume 3032	—	—	1.35
deodorant spray 2422	—	—	0.80
anti-perspirant 2433	—	—	1.05
dusting powder drum 3208	—	—	1.75
spray bottle 3212	—	—	0.80
sprinkler flask 3233	—	—	0.85
foaming bath oil 3356	—	—	1.35
hand lotion 3344	—	—	0.80
perfume concentrated 3111	—	—	2.40
perfume mist 3013	—	—	1.20
crystal bottle 3122	—	—	5.00
skin perfume spray 3002	—	—	1.10
3022	—	—	2.10
3023	—	—	1.15
refill soap, complexion, three 3333	—	—	0.90
bath, three 3336	—	—	1.35
solid fragrance stick 3020	—	—	0.95
splash Cologne 3056	—	—	0.95
stroke on perfume 3130	—	—	1.20
traveller 3477	—	—	1.75
<b>Apres Soleil</b> (525 Golden)	3.90dz	2.14dz	0.65
<b>Apsin VK</b> (1432 APSL) T5 granules for syrup 62.5mg/5ml 60ml	1.40dz	—	—
100ml	2.40dz	—	—
60ml	2.40dz	—	—
100ml	3.60dz	—	—
250mg/5ml 100ml	6.60dz	—	—
<b>Aramanta</b> (1484 Hagman) Aramantol 227cc	—	—	0.52½
herb and spice bath oil 56cc	—	—	0.75
113cc	—	—	1.37½
herb and spice after shave 56cc	—	—	0.52½
113cc	—	—	0.92½

Specify **Wellcome** \* Insulins

Soluble · Lente · Protamine · Globin · Isophane and 'Nuso' Neutral Insulin



Burroughs Wellcome & Co. (The Wellcome Foundation Ltd.) Dartford, Kent \*Trade Mark



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
honey pollen facial cream				Baycaron (542 FBA)				nylon open toe	2·25		3·3
mask	56g	—	2·25	tablets 25mg	50	1·18	1·77	with forked suspender	2·375		3·3
pine needle extract	113g	—	3·75	150	3·35	—	5·03	cotton full foot	2·25		3·3
227cc	—	—	0·46	Belle Argent (525 Golden) ‡				nylon full foot	2·25		3·3
568cc	—	—	0·85	shampoo hair colouring	2·64dz	1·45dz	0·44	below knee	1·85		2·7
26oz	—	—	1·10	Belle Colour (525 Golden) ‡	2·64dz	1·45dz	0·44	cotton open toe	1·85		2·7
40oz	—	—	1·59	Bemax (103 Beecham) existing entry				nylon open toe	1·85		2·7
80oz	—	—	2·77½	Bemax (103 Beecham) 12 case rate	10oz	1·96dz	0·21	thigh length	2·33		3·4
1gal	—	—	4·97½	20oz	3·47dz	—	0·37½	cotton open toe	2·455		3·6
special complexion milk	227cc	—	0·92½	Benbows (1492 5VC)				with forked suspender	2·455		3·6
Aronde (287 CPC)				Benbows (67 Ashe)				nylon open toe	2·455		3·6
bath crystals	0274	1·94dz	1·04dz	dog products				with forked suspender	2·455		3·6
bath oil	0272	2·58dz	1·38dz	canker lotion	2oz	1·69dz	0·25	one way stretch men's	1·32		1·9
capsules	0291	2·88dz	1·54dz	conditioner	4oz	1·82dz	0·28	knee length	1·41dz		0·1
bubble bath				capsules				diabetic chocolate plain			
gardenia	0280	2·13dz	0·76dz	½ t'spoon	40	2·04dz	0·30	1lb			
hyacinth, lilac	0273	1·74dz	0·62dz	½ t'spoon	30	2·04dz	0·30	Cadex (1319 Wendover)			
rose	0281	2·13dz	0·76dz	shampoo beauty bath				medicated shampoo	113cc	2·40dz	0·875dz
pine	0282	2·13dz	0·76dz	sachet	1gal	0·48dz	0·07	Caldecium (695 TK)			
children's rabbit	0268	1·74dz	0·62dz	soap				Calpol (218 Calmic)			
dog	0269	1·74dz	0·62dz	tapeworm tablets				paediatric suspension 11	1·70		
clown	0271	2·52dz	0·90dz	Benylin (938 PD)				tablets 1000	2·10		
	0276	2·13dz	0·76dz	expectorant ‡s7	125ml	1·86dz	0·29	Cameo (1073 Robinson)			
	0295	2·26dz	0·80dz	Benztrone (930 P&B) ‡s4B				tampons	10	2·772	0·1
puffing Billy trucks				ampoules 2mg/ml	10	0·44	—	(2 dz)	40	4·898dz	0·5
puffing Billy trucks	0296	1·61dz	0·58dz	5mg/ml	10	0·66	—	Canon (1136 Silber)			
triple pack	0279	3·73dz	1·36dz	10mg/2ml	10	1·30	—	cameras still			
giant sizes	0284	3·17dz	1·12dz	packs of 6				FT-QL body only			99·9
twin pack	0294	3·23dz	1·15dz	Betnesol (518 Glaxo) T5				Canonet 28			29·9
cleansing milk	0038	1·94dz	0·76dz	injection 1ml x 5		1·31	1·75	case			2·9
cold cream	0046	1·06dz	0·57dz	1ml x 6		—	—	Demi EE-17 with case			49·9
deodorant aerosol	0157	2·06dz	1·10dz	Better Off (385 DG)				EE-28 with case			39·9
everfresh stick	0177	0·88dz	0·47dz	for the face	30g	0·42	0·23	Dial 11 with case			46·9
roll-on	0043	1·59dz	0·85dz	for the legs	115g	0·37	0·20	cameras cine			
talc	0044	1·30dz	0·70dz	aerosol spray		0·69	0·38	814			184·8
dusting powder	0029	3·23dz	1·73dz	Bidex (631 Hudnut)				case			14·9
eyebrow pencil	0103	0·59dz	0·31dz	sachet (12)		1·66dz	0·915dz	250 with case			59·9
eyelashes	2116	3·70dz	1·99dz	talcum aerosol		3·345dz	1·84dz	projector 5400			79·9
"Lady"	2136/39	2·88dz	1·54dz	Big D (1572 DF)				Caralon (229 Carmen)			
eye shadow quartet	0107/8	1·06dz	0·57dz	blue 'N' suite		1·35dz	—	wig shampoo			0·3
foaming bath essence				Bio (1400 PBI)				Carbamaxa (162 Bragg)			
	0293	2·65dz	1·41dz	pot pourri maker		3·40dz	1·18dz	Carbocaine (970 PM)			
hair setting lotion	0025	1·59dz	0·85dz	Biocel (249 Chase)				½%, 1% and 2%			
hair spray aerosol	0123	2·59dz	1·39dz	Biocel (1240 Tokalon)				ampoules 2ml 10 x 10	2·00		
hand cream	0031	1·41dz	0·75dz	Bio-Clear (596 HR)				5ml 10 x 10	3·75		
	0032	1·94dz	1·04dz	cream	0801	—	—	10ml 10 x 10	5·75		
lipstick quartet	0441	0·88dz	0·47dz	pore lotion	0822	—	—	20ml	0·85		
liquid make-up	0225	1·41dz	0·75dz	shampoo	0832	—	—	injection vial 20ml	1·00		
mascara brush-on	0102	1·71dz	0·91dz	wash	0813	—	—	50ml	1·75		
shampoos				Bioglan-M/Q (127 Bioglan) ‡s4B				3% cartridge 2ml	100	2·16	
beer	0072	1·55dz	0·55dz	tablets 6		1·30dz	—	4% ampoule 2ml	10	1·75	
children's	0275	1·88dz	0·66dz	Biokets (848 Minnesota) ‡							
coconut oil	0077	1·55dz	0·55dz	sore throat tablets 18		1·25dz	—	Cardinelli (226 CBP)			
conditioning	0073	1·55dz	0·55dz	Bisks (1530 Fisons)				eyelashes	0·345	0·19	0·7
egg & lemon	0010	1·94dz	0·69dz	chocolate Vienna wafer				Aqua-Lash			
	0071	1·55dz	0·55dz	1 meal		1·10dz	0·24dz	Carobel (1249 Trufood)			
herb	0075	1·55dz	0·55dz	4 meal		2·72dz	0·60dz	135g	4·04dz		0·5
lanolin	0076	1·55dz	0·55dz	BN (848 Minnesota)				8oz	4·20dz		0·4
	0011	1·94dz	0·69dz	liniment 100ml		1·33dz	0·488dz	Casilan (518 Glaxo)			
medicated	0074	1·55dz	0·55dz	200ml		2·00dz	0·733dz	Casual (1242 Toni) ‡			
triple pack	0283	2·91dz	1·04dz	Boblets (646 EI) existing entry				hair colour	3·42dz	1·79dz	0·5
sun oil	0411	1·94dz	1·04dz	Boblets (786 Macdonald)				lightener	3·42dz	1·79dz	0·5
talcum	0030	1·41dz	0·75dz	coloured wool balls 50		0·70dz	—	Cellogen (385 DG)			
perfumed	0026	1·94dz	1·04dz	100		1·20dz	—	cream	30cc	0·68	0·37
Asmapax (894 Nicholas) ‡s4B				white		0·60dz	—	55cc	1·01	0·56	2·1
tablets 30	0·35	—	0·52½	Bourjois (150 Bourjois)		1·05dz	—	30cc	0·36	0·20	0·7
250	2·28	—	3·42	talcum powder				55cc	0·56	0·31	1·1
Aspartat (346 Dales)				Boudoir, Mimosa, Wild				Ceporex (518 Glaxo) T5			
Aspergum (1333 WL)				Rose, Golden Fern		1·45dz	0·80dz	capsules 250mg	20	2·81	
dp 250	11·00dz	—	—	Braggatabs (162 Bragg)				100	13·50		
Aspro (893 Nicholas)				Brags (162 Bragg)				500mg	20	5·53	
tablets 24	2·535	0·86	0·17	granules				100	26·65		
(2dz)	(2dz)			lozenges				250mg	20	2·81	
Astral (333 Cupal)				powder				100	13·50		
aerosols				Bralium (533 Grabowski)				500mg	20	5·53	
Mimosa blossom			0·21	lotion 2% 100g		0·64	0·23	100	26·65		
Apple blossom			—	5% 100g		0·77	0·28	100ml	1·40		
kitchen deodorant			—	0·5% 100g		—	—	250/5ml	2·81		
Atkinsons (76 Atkinson)				Brevitol 'M' (971 P5MB)				100ml	2·81		
English lavender 21cc				Insert ‡s4B				500mg/5ml	5·53		
mini mist				Bricanyl (68 Astra)				100ml	—		
Gold Medal Cologne				ampoules 1ml 5		0·50	0·185	—			
watch flask				tablets 5mg 100		1·25	0·456	—			
mini mist				Brightener (848 Minnesota)							
A toi (76 Atkinson)				toothpaste 150g		1·43dz	0·523dz	0·21			
Audinorm (228 Carlton)				Bristrex (171 BLL)							
ear drops	0·19	0·07	—	capsules 16							
Aurora (243 Cernelle)				Bronnley (194 Bronnley)							
mixed vegetables				soap							
spinach, carrot 7oz	3·90	—	0·26	country herb visitor's 6							
(1½ dz)	(1½ dz)			Broxodent (713KH)							
Baby Life (79 BLP)				electric toothbrush 240v							
baby pants				universal							
Candy N.20	1·58dz	—	0·19½	Buclamese (346 Dales)							
ex. large N.20X	1·58dz	—	0·19½	Burson (1388 TKC) existing entry							
handy twin N5	1·32dz	—	0·16½	Burson (1388 TKC) hosiery							
bibs No. 141	1·13dz	—	0·14	(distributors 810 Maw)							
pleats 50g	0·53dz	—	0·06	one way stretch							
200g	1·20dz	—	0·14	anklets		0·80pr	—				
Bacchus (301 Coty)				knee caps		0·80pr	—				
after shave	0·975	0·54	2·10	two way stretch							
Cologne	1·115	0·61	2·40	anklets		1·20pr	—				
deodorant	0·51	0·28	1·10	knee caps		1·20pr	—				
talcum	0·44	0·24	0·95	two way stretch flat bed							
Barret (485 Fulford)				above knee							
Swiss hand treatment large size				cotton open toe		2·25	—				
				with forked suspender		2·375	—				



		Trade £.p	Tax £.p	Retail £.p
hospital quality	1oz	0.49dz	—	0.06
	2oz	0.79dz	—	0.09
	4oz	1.29dz	—	0.15
	8oz	2.44dz	—	0.28½
	16oz	4.10dz	—	0.46
gauze plain	1yd	0.86dz	—	0.11
	3yd	1.89dz	—	0.23
	6yd	3.45dz	—	0.38
	12yd	6.73dz	—	0.75
gauze ribbon				
non-sterilised				
1in x 6yd		0.64dz	—	—
1in x 6yd		0.77dz	—	—
sterilised				
1in x 6yd		0.70dz	—	—
1in x 12yd		1.15dz	—	—
1in x 6yd		0.82dz	—	—
1in x 12yd		1.36dz	—	—
gauze swabs				
3in x 3in—8 ply	(5)	0.45dz	—	—
gauze tissue BPC	4oz	1.82dz	—	—
	16oz	6.24dz	—	—
int boric	1oz	0.91dz	—	0.11½
	2oz	1.59dz	—	0.18½
	4oz	2.95dz	—	0.33
	16oz	10.65dz	—	1.15
plain	1oz	0.87dz	—	0.10½
	2oz	1.53dz	—	0.18½
	4oz	2.90dz	—	0.32
	16oz	10.07dz	—	1.12
multiple pk. dressing	No.1	2.55dz	—	0.28½
	No.2	5.20dz	—	0.57½
rumenol (718 LAB)	ear drops approx. 11ml	1.80dz	0.66dz	0.27
stra (1073 Robinson)		17.71	—	—
face masks standard	(1 gross)	—	—	—
antage (76 Atkinson)				D
ekwate (103 Beecham)	12 case rate	1.34dz	0.295dz	0.17½
mixed flavours				D
ilban (436 Evans)				D
ypre (301 Coty)				D
catrin (218 Calmic)	T5	0.34	0.125	0.61
cream	15g	1.50	0.55	2.75
	100g	0.34	0.125	0.61
	50g	0.85	0.31	1.54
enicos (289 Concept) T5				
ointment	5g	0.40	—	—
	14.2g	0.62	—	—
enisep (289 Concept)				
cream	15g	0.40	—	—
omid (838 Merrell)				
insert ts4B				
balin (930 P&B)				
mpoules 250µg	10	0.35	—	—
	1000µg	0.44	—	—
	packs of 6	—	—	D
delisol (837 MSD)				D
eye/ear drops				
dural (848 Minnesota) †				
tablets	15	1.33dz	0.488dz	0.20
ldrex (976 PL)				
not lemon				
tablets	12	1.01dz	0.335dz	0.13½
	24	2.11dz	—	0.22
		3.455dz	—	0.36
igate (280 CP)				
shaving cream lather				
or brushless				
	1.45dz	0.54dz	0.20	
illyre Bleu (Laiter (346 Dales)				
	3.72dz	1.36dz	0.58	
lor Match (525 Golden)				
hair colourant				
	2.94dz	1.62dz	0.49	
met (848 Minnesota)				
chirophy soap				
	2.03	0.744	0.19	
	(1½dz)	(1½dz)		
	4.42	1.62	0.55	
	(1½dz)	(1½dz)		
	3.36dz	—	0.35	
omplan (518 Glaxo)	11b	—	—	—
prolax (397 Dunster)				
capsules	200	2.275	—	3.41
ralie's (564 H&N)				
Coralshine powder				
complexion milk	4oz	—	—	0.44
	8oz	—	—	0.60
		—	—	1.05
reams				
skin food, cucumber,				
nourishing, special,				
bleaching, lilac	4oz	—	—	0.78
	11b	—	—	2.26
	21b	—	—	3.82
and lotions, astringent,				
milky, summer	4oz	—	—	0.60
	8oz	—	—	1.05
ardener				
healing balm				
Healthisale	5.3g	—	—	0.41
	1oz	—	—	0.50
	3oz	—	—	0.38
	1oz	—	—	0.62
	1oz	—	—	1.06
Healthisamel plain				
cream colours				
introductory kit				
Klenza	4oz	—	—	0.45
	11b	—	—	0.55
	21b	—	—	1.36
		—	—	0.50
		—	—	1.64
		—	—	2.86
mannah 1 and 2				
mail grower				
		—	—	0.66
Nail-o-wax		—	—	0.41

		Trade £.p	Tax £.p	Retail £.p
oily remover stain	1oz	—	—	0.26
Onox	—	—	—	0.41
restorer	—	—	—	0.38
Reville tissuetone	4oz	—	—	1.27
	11b	—	—	4.51
tip white	—	—	—	0.41
Vitanail	—	—	—	0.41
Corega (1178 Stafford)				
denture powder	49g	1.93dz	—	0.23
	48g	—	—	D
Correx (1136 Silber)				
developing tank	35mm	—	—	2.47
	120	—	—	2.17
Cortisone (837 MSD)				
acetate tablets	25mg 40	—	—	D
Cortucid (187 B5) ts4B				
cream	3g	0.35	—	0.52½
Cossack (1038 R&C)				
men's hairdressing				
aerosol	12oz	3.12	1.71	0.49
Coty (301 Coty)				
Air Spun				
finishing powder	231	0.38	0.205	0.80
fluid make-up	237	0.285	0.155	0.60
matte make-up	238	0.31	0.17	0.65
pressed powder	217	0.38	0.205	0.80
refill	218	0.265	0.15	0.55
cream powder compact				
	584	0.265	0.15	0.55
refill	581	0.19	0.105	0.40
deodorant mist	330	0.265	0.15	0.55
roll-on	319	0.24	0.13	0.50
foundation cream	549	0.265	0.15	0.55
Innovation				
eye liner gel	401	0.265	0.15	0.55
eye shadow gel	402	0.265	0.15	0.55
make-up gel	400	0.31	0.17	0.65
Light & Lovely	530	0.265	0.15	0.55
lipstick	280/209	0.265	0.15	0.55
liquid base	354	0.24	0.13	0.50
Originals				
bare blusher	528	0.835	0.46	1.80
refill	529	0.395	0.22	0.85
compact make-up	510	0.51	0.28	1.10
refill	511	0.30	0.165	0.65
eyeliner streamliner		0.71	0.39	1.50
eyeshadow frosted				
creme		0.47	0.26	1.00
eye shadow powder	105	0.465	0.26	1.00
highlight and shadow				
collection	002a	0.605	0.33	1.30
frosted	002	0.605	0.33	1.30
lipsticks	116/7	0.35	0.195	0.75
liquid moisture make-				
up	534	0.44	0.24	0.95
mascara automatic		0.47	0.26	1.00
nail enamel cream	494	0.235	0.13	0.50
frosted	494	0.30	0.165	0.65
sheer puffery				
foam blusher	527	0.745	0.41	1.60
foam foundation	537	0.65	0.36	1.40
bronzer	551	0.65	0.36	1.40
sunshimmer	536	0.35	0.195	0.75
	539	0.44	0.24	0.95
totally transparent powder				
	523	0.695	0.38	1.50
ultra legs	225	0.58	0.32	1.25
undercover cream	136	0.51	0.28	1.10
rouge	255	0.285	0.16	0.60
sub tint	541	0.165	0.09	0.35
Covas (358 D&S)				
injection (vet)	100ml	3.83	—	5.75
	15ml	—	—	D
Cow and Gate (307 C & G)				
dairy junior foods	6oz	0.93	—	0.05
	(2dz)	2.86	—	0.16
glucose	16oz	10.17	—	0.56½
	(2dz)	10.17	—	0.56½
low calcium	14oz	—	—	—
low lactose	14oz	—	—	—
	(2dz)	—	—	—
milk food				
full cream	16oz	3.16dz	—	0.30
half cream	16oz	3.16dz	—	0.30
humanized	16oz	3.16dz	—	0.30
skimmed milk food				
	14½oz	3.77	—	0.21
	(2dz)	6.63	—	0.37
special half cream	20oz	6.63	—	0.37
Cremalgin (117 BPL)				
balm	25g	2.00	0.73	0.19
	(1½dz)	1.67	0.61	0.32
	(10/12dz)	—	—	D
old packs				
Crown (1073 Robinson)				
corn caps	6	0.77dz	0.28dz	—
wool felt (adhesive)	4680	0.902dz	—	—
NH5	4681	0.902dz	—	—
Crystapen G (518 Glaxo) T5				
tablets	250mg 100	0.92	—	—
	500	4.35	—	—
Crystapen V (518 Glaxo) T5				
suspension				
	125mg/5ml	0.30	—	—
	100ml	—	—	—
syrup	125mg/5ml	0.30	—	—
	100ml	—	—	—

		Trade £.p	Tax £.p	Retail £.p
	250mg/5ml			
	100ml	0.55	—	—
tablets	250mg 100	0.92	—	—
	500	4.35	—	—
	1000	8.26	—	—
<b>Culmak (332 Culmak)</b>				
shaving brushes				
	Spartan	1.80dz	0.66dz	0.28
	Junior	2.25dz	0.83dz	0.35
	Traveller	2.55dz	0.94dz	0.40
	Chum	3.20dz	1.17dz	0.50
	Senior	3.85dz	1.41dz	0.60
	Saloon	5.50dz	2.02dz	0.86
	Plus	5.15dz	1.88dz	0.80
	50/50	9.20dz	3.37dz	1.43
	50/50 Traveller	9.95dz	3.65dz	1.55
	Prince	10.90dz	4.00dz	1.70
	50/50 Mark II	14.80dz	5.43dz	2.30
	No. 30	11.55dz	4.24dz	1.80
	No. 40	15.75dz	5.78dz	2.45
	No. 55	20.75dz	7.61dz	3.23
	Sovereign	22.15dz	8.12dz	3.45
	No. 84	28.60dz	10.49dz	4.45
	No. 86	34.05dz	12.49dz	5.30
	Super	35.35dz	12.96dz	5.50
<b>Cupal (333 Cupal)</b>				
adult cough balsam				
baby pain elixir				
child's pain & fever elixir				
linseed liq. compound				
lozenges 2k				
mouth ulcer tablets † 15				
<b>Cutex (256 CPL)</b>				
lipsticks				
hot lips				
<b>CVK (Abbott) T5</b>				
capsules 250mg				
	100	0.92	—	1.38
	500	4.35	—	6.53
	1000	8.26	—	12.39
Filmtabs 250mg	25	0.27	—	0.41
	100	0.92	—	1.38
	500	4.35	—	6.53
	1000	8.26	—	12.39
solution 125mg	100ml	0.30	—	0.45
250mg	100ml	0.55	—	0.83
<b>Cyclax (341 Cyclax)</b>				
beauty pressed refill				
puffs				
bronzing lotion				
confidence roll-on				
aerosol				
eyeshadow applicators				
Gay Chiffon				
Joie de Vivre				
bath cubes				
bath powder				
with puff				
bath salts				
hand lotion				
skin perfume				
spray mist				
soap bath (1)				
palm (3)				
lipsticks new range				
Nuit d'Or				
bath cubes				
bath powder				
with puff				
hand lotion				
skin perfume				
metered spray refill				
fluted spray				
spray mist				
soap bath (1)				
palm (3)				
Sandalwood				
sunproof cream				
<b>Dalivit (930 P &amp; B)</b>				
capsules				
	100	0.53	—	—
	500	1.75	—	—
drops	15ml	0.22	—	—
	100ml	0.90	—	—
syrup	100ml	0.30	—	—
	2l	1.75	—	—
<b>Dalton (348 Dalton)</b>				
Sweet Relief				
<b>Daltose (307 C &amp; G) 16oz</b>				
(2dz)				
<b>Dapsodine (358 D&amp;S) †s4B</b>				
intramammary tubes 12				
syringes 12				
<b>Daptazole (894 Nicholas)</b>				
injection 30 mg				
	6	1.69	—	2.53½
	25	6.09	—	9.13½
	150 mg vial	0.47	—	0.70½
tablets 100mg	50	1.32	—	1.98
<b>Dason (358 D&amp;S)</b>				
conditioner (vet.)				
	4oz	2.00dz	—	0.25
	2lb	10.40dz	—	1.30
shampoo (vet.)				
<b>Dayfur M (358 D&amp;S)</b>				
intramammary syringes				
<b>Day's (358 D&amp;S)</b>				
antiseptic hand cream				
	110g	2.48dz	1.09dz	0.40
	4oz			
Driffield oils	568ml	8.04dz	3.54dz	1.30
	20oz			
etheric ammonia	8oz	3.71dz	1.64dz	0.60



		Trade £.p	Tax £.p	Retail £.p
Red Drink	14lb	2.94	1.29	5.70
white oils	20oz	8.04dz	3.54dz	1.30
<b>D.D.D. (359 DDD) (distributors 366 Dendron)</b>				
balm	economy	2.23dz	0.77dz	0.30
<b>Debs (1073 Robinson)</b>				
cotton wool balls coloured	100	1.20dz	—	0.15
<b>Decadron-75 (837 M5D)</b>				
tablets	30	—	—	D
<b>Decortisyl (1087 Roussel) TS</b>				
tablets 5mg	100	0.42	—	—
	500	2.00	—	—
<b>Delta-Cortelan (518 Glaxo) TS</b>				
tablets 5mg	100	0.42	—	—
	500	2.00	—	—
<b>Denclen (657 IL)</b>				
tablets	100	0.091	0.033	0.17
<b>Dentinex (366 Dendron)</b>				
gel	1.49dz	0.52dz	—	0.22
liquid	1.49dz	0.52dz	—	0.22
<b>Dequadin (34 A &amp; H)</b>				
lozenges 0.25 mg.	20	0.10	—	0.15
	40	0.18	—	0.27
<b>Dermacaine (830 Medo)</b>				
ointment	15g	—	—	D
<b>Dermaclear (29 Alfonal)</b>				
cream	2.37	0.63	—	0.53
	(½ dz)	(½ dz)	—	—
<b>Diafrutes (1333 WL)</b>				
tablets	1.23dz	0.26dz	—	0.17
<b>Dicopin (289 Concept) †sDDI</b>				
tablets	50	0.42	—	—
	100	0.77	—	—
<b>Dicynene 500 (1531 Delandale)</b>				
tablets	60	4.06	—	—
<b>Digespirin (1169 BG5)</b>				
antacid	0.10	—	—	0.15
<b>Disadine (1413 P &amp; S)</b>				
Disadine (75 Avlex)				D
Disbactric (1413 P & S)				D
Disbactric (75 Avlex)				D
Disbiotic (1413 P & S)				D
Disbiotic (75 Avlex)				D
Dispray (1413 P & S)				D
Dispray (75 Avlex)				D
<b>Dixor (379 Dixor)</b>				
overnight cream	1.73dz	0.95dz	—	0.30
<b>Do-Do (657 IL) †</b>				
linctus	100ml	2.40dz	—	0.30
<b>Domestos (382 Domestos)</b>				
regular	1.806	—	—	0.10½
	(1½ dz)	—	—	—
<b>Dormel (1426 UN)</b>				
feeders	—	—	—	0.14
teats	—	—	—	0.04½
<b>Dorothy Gray (385 DG)</b>				
all weather balancer	0.39	0.21	—	0.81
beauty cases	small	4.22	1.55	8.21
	large	7.10	2.60	13.79
colour swirls	0.74	0.41	—	1.54
cream rouge	0.32	0.18	—	0.67
dry skin cleanser	55cc	0.39	0.21	0.81
	115cc	0.66	0.36	1.38
extra rich night cream	30cc	0.41	0.23	0.86
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22
eye beauty cream	14cc	0.33	0.18	0.69
eyebrow pencil	0.14	0.08	—	0.30
eye make-up remover	12cc	0.20	0.11	0.42
face glossers	0.44	0.24	—	0.92
hand cream	tube	0.28	0.15	0.58
	55cc	0.33	0.18	0.69
	115cc	0.51	0.28	1.07
	200cc	0.79	0.43	1.65
lipsticks	0.30	0.17	—	0.63
moisture tint	0.39	0.21	—	0.81
new masque frappe	0.33	0.18	—	0.69
orange flower skin lotion	116cc	0.39	0.21	0.81
	290cc	0.78	0.43	1.64
Perfemma	0.39	0.21	—	0.81
handbag spray	0.15	0.08	—	0.31
dry spray	0.36	0.20	—	0.75
portrait make-up	0.39	0.21	—	0.81
quick cleanser	116cc	0.39	0.21	0.81
roll-on deodorant/	55cc	0.30	0.17	0.63
antiperspirant	0.39	0.21	—	0.81
spray	0.39	0.21	—	0.81
salon cold cream	55cc	0.39	0.21	0.81
	115cc	0.66	0.36	1.38
	200cc	0.90	0.50	1.89
sensitive skin cream	30cc	0.41	0.23	0.86
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22
skin colour corrector	0.39	0.21	—	0.81
skin diets	0.48	0.27	—	0.99
soap	0.18	0.07	—	0.35
special dry skin mixture	30cc	0.41	0.23	0.86
	55cc	0.68	0.37	1.42
	115cc	1.06	0.58	2.22
stay-matt	30cc	0.39	0.21	0.81
sun cream	4oz	0.34	0.19	0.71
lotion	4oz	0.34	0.19	0.71
oil	4oz	0.34	0.19	0.71

		Trade £.p	Tax £.p	Retail £.p
texture lotion	116cc	0.39	0.21	0.81
whitening cream	290cc	0.78	0.43	1.64
Young and Lovely	30cc	0.36	0.20	0.75
beauty lotion	0.34	0.19	—	0.71
blusher	0.34	0.19	—	0.71
cleansing grains	0.34	0.19	—	0.71
clearing cream	0.34	0.19	—	0.71
compact powder	0.23	0.13	—	0.48
face pads	0.34	0.19	—	0.71
foundation cream	0.23	0.13	—	0.48
heal and conceal stick	0.28	0.15	—	0.58
lipstick	0.20	0.11	—	0.42
refining lotion	0.34	0.19	—	0.71
skin cleanser	0.34	0.19	—	0.71
<b>Drapolene (218 Calmic)</b>				
500g	0.75	—	—	—
<b>Droxalin (976 PL)</b>				
tablets	30	1.54dz	—	0.17
<b>Duobac (1413 P &amp; S)</b>				
<b>Duobac (75 Avlex)</b>				
<b>Duphaston (1539 Duphar) †s4B</b>				
tablets 10mg	80	6.70	—	—
	500	34.80	—	—
5mg packs	500	—	—	D
<b>Durex (774 LR)</b>				
Gossamer plain (3) R194	4.25	—	—	0.19
	(48pkts)	—	—	—
<b>Dusk (545 Grossmith)</b>				
suntan oil	100ml	0.63dz	0.34dz	0.11
<b>Duvadilan (1539 Duphar)</b>				
ampoules 2ml	5	0.50	—	—
tablets 20mg	50	0.90	—	—
	250	4.00	—	—
<b>Economycin (251 CD)</b>				
tablets/capsules	500	—	—	D
<b>Edosol (1249 Trufood)</b>				
397g	7.97dz	—	—	0.83
<b>Efcortisol (518 Glaxo) TS</b>				
ampoules	1ml x 5	0.94	—	1.25
	1ml x 6	—	—	D
<b>Efferdent (721 LC)</b>				
tablets	12	0.765dz	0.28dz	0.11
	36	1.175dz	0.43dz	0.17
	36	2.035dz	0.745dz	0.29
<b>Elation (385 DG)</b>				
bath essence	25cc	0.34	0.19	0.71
	54cc	0.57	0.31	1.18
dusting powder drum	0.57	0.31	—	1.18
flask	0.32	0.18	—	0.67
hand and body lotion	0.34	0.19	—	0.71
moisturising bath oil	0.74	0.41	—	1.54
perfume purse	0.53	0.29	—	1.11
spray mist	0.57	0.31	—	1.18
roulette	0.27	0.15	—	0.56
skin perfume	intro	0.23	0.13	0.48
	25cc	0.34	0.19	0.71
	54cc	0.57	0.31	1.18
	108cc	0.92	0.51	1.94
<b>make-up</b>				
brush-on blusher	0.93	0.51	—	1.94
refill	0.42	0.23	—	0.88
brush-on eyeliner	0.36	0.20	—	0.75
brush-on eyeshadow set	0.51	0.28	—	1.07
refill	0.32	0.18	—	0.67
cream powder	0.39	0.21	—	0.81
eyeliner brushes	0.32	0.18	—	0.67
eyeliner liquid	0.36	0.20	—	0.75
propelling pencil	0.47	0.26	—	0.98
refill	0.17	0.09	—	0.35
eye make-up remover	0.32	0.18	—	0.67
pads	0.61	0.34	—	1.27
eye shades	0.36	0.20	—	0.75
eyeshadow cream	0.36	0.20	—	0.75
stick	0.39	0.21	—	0.81
face powder	0.30	0.17	—	0.63
lipsticks	0.39	0.21	—	0.81
liquid make-up	0.34	0.19	—	0.71
mascara block	0.53	0.29	—	1.10
brush-on	0.33	0.18	—	0.68
refill	0.30	0.17	—	0.63
nail enamel pearl	0.75	0.41	—	1.57
skin glossers	—	—	—	—
<b>Elizabeth Arden (60 Arden)</b>				
gloss over	—	—	—	0.70
<b>Elle (325 C-A)</b>				
aerosol	48g	—	—	D
<b>Elsan Blue (418 E) †</b>				
8 charges	3.38dz	—	—	0.37½
16 charges	4.95dz	—	—	0.55
32 charges	8.32dz	—	—	0.92½
<b>Eltroxin (518 Glaxo) †s4B</b>				
tablets 0.05mg	100	0.09	—	—
	1000	0.75	—	—
	1000	0.12	—	—
0.1mg	1000	1.00	—	—
<b>Emoform (1341 Willows)</b>				
<b>Emoform (1335 Wigglesworth)</b>				
<b>Emotion (596 HR)</b>				
bath creme	6803	—	—	2.25
dusting powder	6708	—	—	2.10
eau de parfum	6501	—	—	3.00
refill	6502	—	—	2.10
parfum	6612	—	—	8.50
parfum spray	6610	—	—	2.80
soap (3)	6883	—	—	1.95
talcum	6733	—	—	1.20
<b>Energen (1114 SEF)</b>				
rolls	(12)	1.24dz	—	0.12½

		Trade £.p	Tax £.p	Retail £.p
<b>Englate (894 Nicholas)</b>				
syrup	200ml	0.44	—	0.44
tablets	50	0.44	—	0.44
<b>Entroquin (312 AC) †DDI</b>				
tablets	80	0.33	0.12	0.45
<b>Erythroped (2 Abbott) TS</b>				
granules for suspension	100ml	4.20dz	—	0.1
pro. infans	—	—	—	—
<b>Eucryl (430 Eucryl)</b>				
denture powder	0.67dz	0.245dz	—	0.1
	0.90dz	0.33dz	—	0.1
tooth powder	0.67dz	0.245dz	—	0.1
	1.00dz	0.365dz	—	0.1
smokers tooth powder	1.06dz	0.39dz	—	0.1
<b>Euthymol 938 PD)</b>				
toothpaste	0.93dz	0.34dz	—	0.1
	1.35dz	0.495dz	—	0.2
<b>Evergreen 80 (463 Fisons)</b>				
50 sq yd	0.433	—	—	0.6
100 sq yd	0.80	—	—	1.2
<b>Ewelett (358 D&amp;S)</b>				
100ml	2.16dz	0.96dz	—	0.3
3oz	—	—	—	—
<b>Eweline (358 D&amp;S)</b>				
100ml	1.24dz	0.54dz	—	0.2
3oz	—	—	—	—
<b>Executive (845 GM)</b>				
shavers	—	—	—	—
Gemini	2.59	0.92	—	4.3
Rascal	2.36	0.83	—	3.9
<b>Ex-Lax (440 Ex-Lax)</b>				
laxative chocolate	6	0.63dz	0.23dz	0.0
	18	1.40dz	0.51dz	0.2
	36	2.46dz	0.90dz	0.3
junior	0.70dz	0.255dz	—	0.1
pills	18	1.40dz	0.51dz	0.2
<b>Exmarid (441 Exrid)</b>				
kennel klean	40oz	5.00dz	—	0.6
	1gal	1.25	—	1.8
lotion	200ml	0.15	0.055	0.2
	40oz	0.60	0.22	1.1
ointment	60g	1.31	0.48	0.2
	(10/12dz)	(10/12dz)	—	—
<b>Eylure (443 Eylure) existing entry</b>				
<b>Eylure (443 Eylure)</b>				
brush on make up refills	1.24dz	0.64dz	—	0.2
cosmetic brushes	—	—	—	—
blending brush	2.61dz	0.91dz	—	0.3
eyeliner brush	1.41dz	0.49dz	—	0.2
eyeshadow brush	1.68dz	0.58dz	—	0.2
eyeshadow applicator	1.34dz	0.47dz	—	0.2
lip brush	1.74dz	0.61dz	—	0.2
cosmetic pencil	0.83dz	0.43dz	—	0.1
cosmetic sponge	1.14dz	0.40dz	—	0.1
Disguise	5.85dz	3.06dz	—	0.9
eyelashes	—	—	—	—
natural daytime, almond	—	—	—	—
eye, natural long trim,	—	—	—	—
short trim underlash,	—	—	—	—
sable two star, sable	—	—	—	—
three star, sable four	—	—	—	—
star, Simplifeyes Nos	—	—	—	—



	Trade £·p	Tax £·p	Retail £·p
5	9.00	3.30	0.06
(2 gross) (2 gross)			
12	1.36dz	0.50dz	0.20
20	0.40dz	0.15dz	0.06
36	1.00dz	0.37dz	0.15
90	2.00dz	0.73dz	0.30
original mixture	1.36dz	0.50dz	0.20
raspartyl (346 Dales)			
rsamal (518 Glaxo)			
syrup 200ml	0.22	—	0.30
elds (839 Nicholas)			
hair spray	—	—	—
French Flowers	—	—	—
perfume	—	—	—
French Moss	—	—	—
perfume	—	—	—
esta (981 Picot)			
eau de toilette			
spin-flo	10cc	2.05dz	1.13dz 0.35
perfume	miniature	2.87dz	1.58dz 0.49
	1oz	4.97dz	2.735dz 0.85
	1oz	8.78dz	4.83dz 1.50
	1oz	15.80dz	8.69dz 2.70
	1oz	29.27dz	16.10dz 5.00
mo-Lift (60 Arden)			
treatment lotion 204.57	—	—	1.85
oil 210.55	—	—	1.60
sherman's Friend (771 LCPL)			
throat & chest lozenges	0.85	0.31	0.08
	(1½dz)	(1½dz)	
sons (463 Fisons)			
bone meal	carton	0.166	— 0.25
	7lb	0.30	— 0.45
extra yield	30 sq yd	0.22	— 0.33
	75 sq yd	0.40	— 0.60
lawn food	50 sq yd	0.34	— 0.51
	100 sq yd	0.607	— 0.91
autumn	50 sq yd	0.346	— 0.52
	100 sq yd	0.613	— 0.92
lawn sand	carton	0.153	— 0.23
	7lb	0.24	— 0.36
moss killer	carton	0.253	— 0.38
	7lb	0.406	— 0.61
peats			
British moss		1.09	— 1.64
rose food	15	0.206	— 0.31
	30	0.34	— 0.51
	60	0.607	— 0.91
	300	2.63	— 3.95
x (1351 WLU)			
hair conditioner		0.965dz	0.53dz 0.16½
ex-Straws (638 HIL)			
100	0.10	—	0.15
orineige (475 FG) existing entry			
orineige (475 FG)			
bath crystals	666	2.50dz	1.37dz 0.43
bubble bath	668	2.55dz	0.93dz 0.40
animal heads	251	2.38dz	0.87dz 0.36
bear savings bank	133	2.86dz	1.04dz 0.44
boot	262	2.61dz	1.25dz 0.43
clown savings			
bank	141	2.86dz	1.04dz 0.44
dog savings bank	138	2.60dz	0.95dz 0.40
doll	673	2.52dz	0.92dz 0.39
mini lamp	253	3.40dz	0.06dz 0.43
piggy bank	130	2.55dz	0.93dz 0.40
face cloth	260	3.67dz	0.90dz 0.53
foam bath	670	1.20dz	0.44dz 0.18
	671	2.55dz	0.93dz 0.40
folkloric dolls	462	3.05dz	1.68dz 0.50
large	510	7.50dz	4.12dz 1.25
perfume			
Floralies coffret	1036	4.40dz	2.42dz 0.75
novelty animals	692	2.70dz	1.37dz 0.45
poodles assorted	699	3.73dz	1.66dz 0.60
springtime coffret	250	2.50dz	1.37dz 0.43
soap (3)	261	3.85dz	1.41dz 0.60
soap on a rope	263	1.86dz	0.68dz 0.29
lurex (333 Cupal)		1.68dz	0.47dz 0.21
ocus (1242 Toni)			
hair highlight		1.37dz	0.72dz 0.22
ogyl (346 Dales)			
alex-350-C (1091 Rybar)			
tablets	50	3.00dz	— 0.37½
	500	1.32	— —
olie (385 DG)			
bath oil	54cc	0.57	0.31 1.22
creamy skin perfume		0.52	0.29 1.20
dusting powder	150g	0.53	0.29 1.14
flask	100g	0.32	0.18 0.66
hand and body lotion			
100cc		0.57	0.31 1.22
perfume atomiser		1.95	1.07 4.20
refill		0.98	0.54 2.10
roulette		0.27	0.15 0.56
skin perfume	25cc	0.24	0.13 0.50
	54cc	0.57	0.31 1.22
	108cc	0.93	0.51 1.97
spray mist aerosol		0.57	0.31 1.22
railac (307 C & G)	16oz	4.97	— 0.27½
	(2dz)		
reflo (1349 LW)			
feeding bottles wide			
neck with teat			
high density polythene			
4oz		1.15dz	— 0.15
8oz		1.34dz	— 0.17
heat resisting glass	8oz	2.00dz	— 0.25
spare caps and discs			
set of 1		0.29dz	— 0.04
set of 3		0.63dz	— 0.08

	Trade £·p	Tax £·p	Retail £·p
teats (1)	0.52dz	—	0.06½
(3)	1.48dz	—	0.17½
teat cover	0.33dz	—	0.04
French of London (481 F&S)			
brush	2.80dz	1.54dz	0.46
Bonne Idee 28g	1.15dz	0.635dz	0.21
First Choice 28g	1.15dz	0.635dz	0.21
French Buoyance tube	1.43	0.785	0.09
	(3dz)	(3dz)	
	1.74dz	0.955dz	0.32
shampoos cream			
French herb, lemon,			
olive oil sachet	1.45	0.53	0.08
	(3dz)	(3dz)	
	1.20dz	0.44dz	0.20
	1.98dz	0.73dz	0.33
shampoos liquid			
Bonne Sante, French herb,			
lemon, olive oil, plus			
egg, rum sachet	1.45	0.53	0.08
	(3dz)	(3dz)	
	0.80dz	0.295dz	0.13
	1.98dz	0.73dz	0.33
	1.08dz	0.395dz	0.17
	3.26dz	1.795dz	0.60
	4.80dz	2.64dz	0.85
soap			
spray set aerosol			
164g			
385g			
Fresh & Dry (172 EMCL)			
blue and herbal			
aerosol	120g	0.223	0.123 0.42
	165g	0.287	0.158 0.54
	100g & 185g	—	—
Fresh-sock (848 Minnesota)			
deodorising insocks			
Frozoclone (365 Demuth)			
(distributors 1377 R & A)			
	2.034dz	1.06dz	0.33
Frozoalavender (365 Demuth)			
(distributors 1377 R & A)			
	2.034dz	1.06dz	0.33
Gala of London (876 MP)			
Barely There IGB8	2.74dz	1.505dz	0.49
Barely Frosted IGI2	2.74dz	1.505dz	0.49
Colour Up IGD8	3.19dz	1.755dz	0.57
eye liqui tints IGL6	2.46dz	1.355dz	0.44
Face Up IGD6	3.19dz	1.755dz	0.57
hand and body lotion			
IGH8	2.52dz	1.385dz	0.45
lipstick soft centre IGI3	3.08dz	1.695dz	0.55
locked in IGA3	2.52dz	1.385dz	0.45
liquid line IGI9	2.46dz	1.355dz	0.44
Look Natural IGC7	3.19dz	1.755dz	0.57
mascara liqui lash refill			
IGL7	2.46dz	1.355dz	0.44
shadow stick IGA7	2.46dz	1.355dz	0.44
Shape Up IGD7	3.19dz	1.755dz	0.57
Sheer Finish IGC8	1.79dz	0.985dz	0.32
Shine Up IGD9	3.19dz	1.755dz	0.57
talc puffer IGB1	1.96dz	1.08dz	0.35
Galactomin (1249 Trufood)			
formula 17 397g	7.21dz	—	0.76
formula 18 397g	7.21dz	—	0.76
Gamgee (1073 Robinson)			
tissue BPC			
4oz	0.151	—	—
8oz	0.275	—	—
16oz	0.52	—	—
2oz	—	—	—
pink label			
4oz	0.131	—	—
8oz	0.235	—	—
16oz	0.435	—	—
2oz	—	—	—
Garlisol (135 TB)			
tablets			
42	1.41dz	0.51dz	0.22
150	3.82dz	1.51dz	0.60
250	5.80dz	2.12dz	0.91
500	10.50dz	3.85dz	1.64
1000	18.10dz	6.63dz	2.82
Gayelord Hauser (29 Alfonal)			
brewers yeast powder			
1lb	3.40dz	—	0.42½
extra potency yeast			
tablets	100	1.92dz	— 0.24
calcium & vit D tablets	50	1.48dz	— 0.18½
skimmed milk powder			
Gefarnil (324 Crookes)			
ampoules 1ml	6	0.47	— —
capsules	100	3.835	— —
Genticin HC (187 B5)			
ear drops	—	—	—
Gestone (930 P & B) † s4B			
ampoules 10mg/1ml	10	0.31	— —
25mg/ml	10	0.37	— —
50mg/ml	10	0.45	— —
100mg/2ml	10	0.60	— —
packs of 6	—	—	—
Gillette (514 Gillette)			
Foamy shaving aerosol			
regular	2.19dz	0.77dz	0.32
tanker	3.41dz	1.19dz	0.50
lemon/lime	2.19dz	0.77dz	0.32
Glucagon (413 Lilly)			
ampoules 10mg	1	4.71	— 7.06
Golden Ostermilk (518 Glaxo)			
1lb	3.30dz	—	0.31½
Gonadotrophon (930 P & B) † s4B			
L.H. ampoules			
500iu	5	0.55	— —
	50	4.50	— —
	5	1.40	— —
	50	10.00	— —

		Trade £·p	Tax £·p	Retail £·p
1000iu	5	2.20	—	—
	50	18.00	—	—
5000iu	1	1.50	—	—
F.S.H. ampoules				
400iu	5	1.30	—	—
	50	11.50	—	—
1000iu	5	2.20	—	—
	50	18.00	—	—
1500iu	5	3.00	—	—
	50	25.00	—	—
<b>G.P.V (489 Galen) T5</b>				
syrup	100ml	0.29	—	0.43½
tablets	100	0.92	—	1.38
	500	4.35	—	6.52½
<b>Grasshopper (1169 BG5)</b>				
ear drops		2.16dz	—	0.25
<b>Green Velvet (596 HR)</b>				
dusting powder	5208	—	—	1.75
spray	5212	—	—	0.80
skin perfume	5002	—	—	1.15
<b>Griptight (1349 LW)</b>				
bottle brushes standard		0.54dz	—	0.07
de luxe with handle		0.96dz	—	0.12
feeding bottles narrow				
neck				
polythene with teat		0.88dz	—	0.11
heat resistant glass with				
teat		1.20dz	—	0.15
spare glass		0.96dz	—	0.12
polycarbonate with teat		1.32dz	—	0.16½
pacifier American style		0.63dz	—	0.08
soothers				
cherry or straight		0.27dz	—	0.04
soother rattle		0.66dz	—	0.08½
teething pacifiers (2)		0.74dz	—	0.09½
teething ring soother		0.56dz	—	0.07½
teats narrow neck				
cherry or straight		0.30dz	—	0.04½
<b>Gucki (16 AGL)</b>				
35mm viewer		—	—	0.73
<b>Haemorex (333 Cupal)</b>		1.475dz	0.49dz	0.24
<b>Hai Karate (1552 UL)</b>				
shave foam	140g	3.54dz	1.30dz	0.55
<b>Halina (1136 Silber)</b>				
cameras cine				
Super 8		—	—	16.97
Halinamatic outfit		—	—	25.37
cameras still				
Easy-matic		—	—	5.47
case		—	—	1.27
outfit		—	—	6.19
Easy-matic computer		—	—	7.97
case		—	—	1.27
outfit		—	—	8.69
300		—	—	10.97
Colour Pack		—	—	8.97
case		—	—	1.97
Paulette outfit		—	—	19.95
Paulette electric				
case		—	—	2.47
outfit		—	—	23.77
Simplette Auso EE		—	—	7.97
case		—	—	1.97
Simplette F case		—	—	1.47
projector				
Halinamat 300		—	—	19.95
viewers				
Ambassador		—	—	1.47
Paramount		—	—	2.97
Table		—	—	1.97
<b>Harvester (211 Butler)</b>				
malt and oil	1lb	2.04dz	—	—
	2lb	3.84dz	—	—
<b>Hazol-P (34 A &amp; H)</b>				
<b>Heaven Sent (596 HR)</b>				
bath cubes (6)	4321	—	—	0.75
bath essence	4303	—	—	1.25
dusting powder	4233	—	—	0.90
	4208	—	—	1.80
spray bottle	4212	—	—	0.80
hand lotion	4344	—	—	0.85
perfume spray mist	4013	—	—	1.25
perfume stroke-on	4130	—	—	1.25
skin perfume	4023	—	—	1.20
spray	4002	—	—	1.15
	4022	—	—	2.20
soap complexion (3)	4333	—	—	0.90
bath (3)	4336	—	—	1.35
splash Cologne	4056	—	—	1.15
traveller	4477	—	—	1.75
<b>Helanca (903 NPU)</b>				
pants standard		0.25	0.03½	0.41
large		0.265	0.04	0.44
<b>Helena Rubinstein (596 HR)</b>				
anti-wrinkle lotion	0304	—	—	1.35
	0308	—	—	2.15
automatic sable tip brush	1620	—	—	0.80
beauty overnight cream	0201	—	—	1.05
	0202	—	—	1.70
beauty sun fluid	2854	—	—	0.95
Contour-Lift film	0662	—	—	2.20
deep cleanser	0125	—	—	0.95
	0127	—	—	1.45
deodorant roll-dry	2402	—	—	0.75



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
eyelash adhesive 1779	—	—	0.48	I	pulse perfume 114.09	0.72	0.395	1.55	Kerofil (695 TK)		
hand delight 2216	—	—	0.90		skin perfume 258.09	0.72	0.395	1.55	lozenges 28	0.10	0.035
herbal skin tonic 0315	—	—	0.90		soap (I) 282.09	0.20	0.075	0.35	K.H.3. (1490 IAP5) †		
Herbessence 0318	—	—	1.45		talcum 268.09	0.44	0.24	0.95	capsules 30	1.42	0.52
le lipstick 1134	—	—	2.10		357.09	0.325	0.18	0.70	150	6.66	2.44
mascara remover pads 1608	—	—	3.45	I	Inco (1073 Robinson)				Kia-Ora (1109 Schweppes)		
minute eye make-up 1742	—	—	0.75		garments				low calorie orange or		
brush-on brow	—	—	1.00		size 1	0.48	0.066	—	lemon 20oz	0.92dz	0.20dz
brush-on shadow	—	—	1.10		size 2	0.485	0.067	—	Kinx (1073 Robinson)		
duo	—	—	1.30		size 3	0.52	0.072	—	mini	2.75	—
cake liner duo	—	—	1.40		size 4	0.53	0.073	—	(6 dz)	—	—
circle cream	—	—	1.10		size 5	0.54	0.074	—	(3 dz)	—	—
fineline pencil	—	—	0.90		10	0.305	—	—	Knights (756 Lever)		
Long Lash mascara	—	—	1.15		(3doz)	0.515	—	—	castile soap	small	3.025
refill	—	—	0.70		tissues standard 200	0.515	—	—	large	(6dz)	1.068
brush-on	—	—	1.15		large 100	—	—	—	family	3.111	1.098
refill	—	—	0.70		Infacare (1055 RM)				(4dz)	2.095	0.739
pasteurized cream 0104	—	—	1.40		baby bath 220cc	2.75dz	1.01dz	0.39	(2dz)	—	—
refining lotion 0322	—	—	0.80		Inotylol (346 Dales)				old packs	—	—
0324	—	—	1.30		powder 180g	3.12dz	1.14dz	0.48	Kodak (711 Kodak)		
shampoo					120g	—	—	—	Instamatic "33"	2.125	1.17
blonde tone 8542	—	—	0.65		Instant Postum (304 Costa)				Lacidac (307 C & G)		
brunette tone 8552	—	—	0.65		Isi (16 AGL)				half cream 12oz	5.20	—
silk sheen 8512	—	—	0.55		flash guns K & M	—	—	2.67½	Lactagol (912 O)		
silver tone 8522	—	—	0.60		CK & CM	—	—	2.79½	tablets 60	1.60dz	0.585dz
Silk Fashion					Iso (16 AGL)				500	0.99	—
blusher stick 1841	—	—	1.50		flash gun	—	—	2.42½	Lady Manhattan (893 Nicholas)		
bronzer stick 1851	—	—	1.50		I-So-Gel (34 A & H)				bath cubes		
cover fluid 1322	—	—	0.95		200g	0.39	0.15	0.67	creme perfume roll-on		
face powder 1255	—	—	0.90		2kg	3.00	1.10	5.10	perfume 10cc		
lipstick 1605	—	—	0.65		Iso-Pak (16 AGL)				soap		
liquid make-up 1305	—	—	0.85		camera outfit	—	—	5.95	splash Cologne		
make-up stick 1351	—	—	1.50		lady set	—	—	8.41½	L'Aimant (301 Coty)		
minute make-up 1225	—	—	0.90		C camera outfit	—	—	7.45½	bath cubes 273.20	0.24	0.13
special 1227	—	—	0.60	I	lady set	—	—	9.35	creamyskin		
refills 1245	—	—	0.90		Ci camera outfit	—	—	9.83½	perfume 2058	0.645	0.35
1247	—	—	0.60		cases	—	—	1.43½	creme de parfum 319.20	0.645	0.35
1226	—	—	0.40		Itsit (162 Bragg)				dusting powder de luxe		
skin balance					Jaap's (660 Jaap)				348.20	0.835	0.46
cleanser 0534	—	—	1.25	I	essence of rennet 2½oz	0.65dz	—	0.07½	refill 203.51	0.445	0.25
granules 0564	—	—	1.00		6oz	1.12dz	—	0.12½	eau de Cologne 155.20	0.455	0.25
masque 0551	—	—	0.75		8oz	1.08dz	0.39dz	0.15	face powder 050	0.335	0.18
normaliser 0522	—	—	1.75		Jean Sorelle (669 Sorelle)			0.21	hand lotion 2078	0.36	0.20
toner 0544	—	—	1.20		bath salts				parfume de bain 375.20	0.175	0.06
skin clearing cream					posy holder 1034	2.25dz	1.24dz	0.38	parfum de toilette		
snow lotion 1434	—	—	0.95		bubble bath				spray 232.20	1.22	0.67
Stay-long spray 8537/9	—	—	0.85		Eastern bird 1006	2.60dz	0.95dz	0.40	perfume 120.20	0.43	0.235
sun tan oil 2805	—	—	0.75		sitting or lying doll 933	3.45dz	1.465dz	0.53	121.20	1.67	0.92
sun tonic 2843	—	—	0.95		spiral bottle 71	1.95dz	0.716dz	0.30	141.20	2.63	1.445
tan in a minute 2834	—	—	0.95		glass cotton wool bowl 1060	3.95dz	1.30dz	0.60	151.20	4.42	2.43
Town and Country					1011	4.20dz	1.54dz	0.65	113.20	0.93	0.51
1451/61	—	—	0.95		novelty range				112.20	1.22	0.67
Ultra Feminine oil 0462	—	—	3.35		children's set 304	3.90dz	1.07dz	0.58	290.20	0.405	0.22
cream 0452	—	—	3.35		dippy duck floating soap				289.20	0.715	0.395
vitamin nail food 2290	—	—	0.85		dish with soap 5080	4.50dz	1.68dz	0.70	114.20	0.645	0.35
washing grains 0672	—	—	0.85		donkey with soap lemons				2082	0.175	0.06
Hemolac (307 C & G)					414	6.45dz	2.365dz	1.00	2081	0.235	0.09
16oz 3.16dz	—	—	0.30	D	globe with soap 420	4.80dz	1.76dz	0.75	282.20	0.175	0.06
Hemrids (1599 Winthrop)					guardsman 409	2.75dz	1.005dz	0.43	solid fragrance 2020	0.43	0.235
Himaizol (1249 Trufood)					Hector's house 300	1.25dz	0.45dz	0.19	261.20	0.455	0.25
454g 8.16dz	—	—	0.86		herbal soap 403	5.80dz	2.125dz	0.90	259.20	0.69	0.38
Hiprex (1061 Riker)					policeman 408	2.75dz	1.005dz	0.43	260.20	0.715	0.395
tablets 100	2.00	0.73	—		shades of pink hanger				357.20	0.265	0.15
Histantin (208 BW)					93	1.55dz	0.73dz	0.25	356.20	0.36	0.20
cream				D	95	3.10dz	1.42dz	0.50	2066	0.19	0.105
Horlicks (103 Beecham) existing entry				D	sitting or lying doll 418	3.40dz	1.245dz	0.53	Lanalem (903 NPU)		
Horlicks (103 Beecham) 12 case rate				I	soap palette 406	4.10dz	1.50dz	0.63	shampoo's		
1lb 1.175dz	—	—	0.12		travel soap 308	1.10dz	0.396dz	0.17	lemon cream, lemon		
1lb 1.96dz	—	—	0.21		Johnsons (672 Johnson)				liquid, medicated,		
1lb 3.365dz	—	—	0.36		cotton wool hospital				olive oil	0.96	0.355
3lb 9.05dz	—	—	0.97½		16oz	8.195	—	0.45	sachets (3dz)	(3dz)	0.05
5lb 1.245	—	—	—		baby cotton buds 20	0.64dz	—	0.08	lemon liquid bottle	1.20dz	0.44dz
10lb 2.45	—	—	—		60	1.60dz	—	0.20	lemon cream jar	1.45dz	0.54dz
chocolate flavoured 6oz	1.57dz	—	0.16½		100	2.16dz	—	0.27	medicated bottle	1.20dz	0.44dz
12oz 2.85dz	—	—	0.30		45g	1.593dz	0.876dz	0.27	olive oil jar	1.45dz	0.54dz
5lb 1.245	—	—	—		100g	2.724dz	1.498dz	0.46	Lederkyn (746 Lederle)		
Huskolein (358 D & S)					34g	1.111dz	0.611dz	0.15	suspension 50ml		
500ml 7.43dz	3.26dz	1.20	I		120cc	1.553dz	0.854dz	0.28	Leichner (749 Leichner)		
20oz —	—	—	D		205cc	2.255dz	1.24dz	0.36	creative brushes No. 2	—	—
Hydrocortone (837 M5D) T5					285cc	2.836dz	1.56dz	0.47	No. 5	—	—
cream non greasy					25	1.28dz	—	0.16	No. 6	—	—
0.5% 15g	—	—	—	D	50	2.32dz	—	0.29	Kamera Klear		
1% 15g	0.21	—	—	D	100	4.116dz	—	0.49	face powder	—	—
Hypon (218 Calmic) †DDI					200	7.74dz	—	0.92	Leucodinin (1521 Pharm Dis)		
tablets 50	0.20	0.075	0.37		oil 135cc	1.553dz	0.854dz	0.26	ointment 1oz	9.92dz	3.80dz
125	0.43	0.16	0.79		210cc	2.255dz	1.24dz	0.37	Levington (463 Fisons)		
300	1.00	—	—		99g	1.07dz	0.391dz	0.16	compost		
600	1.85	—	—		227g	1.878dz	0.688dz	0.28	handy 0.166	—	0.16
Imprevu (301 Coty)					economy	2.335dz	0.856dz	0.35	economy 0.313	—	0.47
bath cubes 273.09	0.37	0.205	0.80		sachet 85cc	0.384dz	0.14dz	0.06	large 0.68	—	1.02
Cologne perfume 261.09	0.51	0.28	1.10		bottle	1.562dz	0.573dz	0.24	giant 1.30	—	1.96
259.09	0.765	0.42	1.65		soap	0.53dz	0.195dz	0.07½	Lexton Ferrous (413 Lilly)		
260.09	0.815	0.45	1.75		baby gel	0.805dz	0.295dz	0.11	Pulvules 84	0.35	—
dusting powder 233.09	0.975	0.54	2.10		Jubol (346 Dales)	1.65dz	0.91dz	0.27	Lidothesin (970 PM)		
emollient bath oil 373.09	0.72	0.395	1.55		Juno Junipah (312 AC)				solutions plain or with		
hair spray 940.09	0.44	0.24	0.95		salts 150g	0.124	0.045	0.21	adrenaline		
hand lotion 278.09	0.44	0.24	0.95		Kalium Durules (68 Astra)				injection vial 1%, 1% or 2%		
mist 289.09	0.815	0.45	1.75		tablets 100	0.30	—	—	20ml 10	1.00	—
parfum de toilette					500	1.38	—	—	50ml 10	2.00	—
spray 222.09	0.765	0.42	1.65		Kaomix (162 Bragg)				ampoules		
perfume 113.09	1.395	0.77	3.00		Kaomycin (1263 Upjohn) T5				2ml 10 x 10	1.95	—
122.09	1.115	0.61	2.40		150ml	0.58	—	—	5ml 10 x 10	3.38	—
142.09	1.835	1.01	3.95		500ml	1.82	—	—	10ml 10 x 10	5.70	—
162.09	2.905	1.60	6.25		Keflex (413 Lilly)				20ml 5	0.85	—
spray 112.09	1.395	0.77	3.00		Pulvules 250mg	13.50	—	20.25	1.5% plain 25ml	5	0.88
cream sachet 264.09	0.695	0.38	1.50		tablets 500mg	5.53	—	8.30	cartridge 2ml	100	2.07
									topical 4% 25ml	12	2.26
									gel 1% & 2% antiseptic	15ml	0.14



		Trade £·p	Tax £·p	Retail £·p
<b>ignostab</b> (147 Boots) cartridges 2·2ml	50	1·05	—	—
<b>ignostab-A</b> (147 Boots) ‡s4B cartridges 2·2ml	50	1·05	—	—
	500	8·82	—	—
<b>ignostab-A '100'</b> (147 Boots) ‡s48 cartridges 2·2ml	50	1·05	—	—
<b>ignostab-N</b> (147 Boots) ‡s48 cartridges 2·2ml	50	1·05	—	—
<b>ilies of the Valley in Bloom</b> (981 Picot)				
eau de toilette				
spin-flo	10cc	2·05dz	1·13dz	0·35
perfume	miniature	2·87dz	1·58dz	0·49
	½ oz	4·97dz	2·735dz	0·85
	¾ oz	8·78dz	4·83dz	1·50
	1oz	29·27dz	16·10dz	5·00
<b>nden Voss</b> (261 Christy) existing entry				
<b>nden Voss</b> (261 Christy)				
anti-perspirant aerosol		8·03dz	2·94dz	1·25
cream		6·75dz	2·475dz	1·05
roll-on		6·75dz	2·475dz	1·05
<b>iquifruta</b> (1102 Sanitas)				
	108cc	1·48dz	0·545dz	0·21
	330cc	2·75dz	1·01dz	0·39
with honey	108cc	1·62dz	0·595dz	0·23
	330cc	3·17dz	1·16dz	0·45
medica	108cc	1·62dz	0·595dz	0·23
	330cc	3·17dz	1·16dz	0·45
capsules ‡		1·575dz	—	0·17½
pastilles		1·165dz	0·425dz	0·18
<b>iquinure</b> (463 Fisons)				
	7½ oz	0·10	—	0·15
	15½ oz	0·173	—	0·26
	1gal	0·64	—	0·96
	1gal	1·06	—	1·60
	5gal	3·30	—	4·95
<b>locasal</b> (1249 Trufood)				
	397g	6·45dz	—	0·68
<b>Oreal</b> (52S Golden) bleach		1·92dz	1·06dz	0·32
<b>Origan</b> (301 Coty)				
otus (903 NPU) existing entry				
otus (903 NPU)				
bath crystals		0·585dz	0·325dz	0·10
bath cubes (6)		0·645dz	0·355dz	0·11
bath salts		0·975dz	0·54dz	0·16½
bubble bath	255cc	1·62dz	0·595dz	0·25
cleansing cream	26g	0·88dz	0·485dz	0·15
	112g	1·29dz	0·71dz	0·22
deodorant aerosol	84g	1·44dz	0·795dz	0·24½
feminine	54g	1·745dz	0·96dz	0·29½
roll-on	56cc	1·17dz	0·645dz	0·20
hair spray	142g	1·34dz	0·74dz	0·23
	340g	2·35dz	1·295dz	0·40
hand lotion	255cc	1·17dz	0·645dz	0·20
nail polish remover		1·03dz	0·57dz	0·18
shampoo's				
cream, egg & lemon, family, herb, protein	255cc	0·96dz	0·355dz	0·15
	165g	0·88dz	0·485dz	0·15
	250g	1·07dz	0·59dz	0·18
	440g	1·28dz	0·705dz	0·22
<b>ucozade</b> (103 Beecham) existing entry				
<b>ucozade</b> (103 Beecham) 12 case rate				
small		1·255 (2dz)	0·20 (2dz)	0·08*
		*Includes 0·015 for container		
large		1·705dz	0·315dz	0·20*
		*Includes 0·025 for container		
<b>urtormone</b> (208 8W) vet				
<b>agic Moments</b> (514 Gillette) ‡Scotland and Yorkshire area only				
hair colourant aerosol		7·15dz	3·74dz	1·15
<b>arina</b> (786 Macdonald)				
holdalls	177	2·21dz	0·805dz	0·34½
	182	2·95dz	1·08dz	0·46
	184	3·34dz	1·225dz	0·52
sponge bags	161	0·57dz	0·32dz	0·09½
	162	0·57dz	0·32dz	0·09½
	163	0·94dz	0·51dz	0·16
	164	1·09dz	0·60dz	0·19
	165	0·57dz	0·32dz	0·09½
	167	1·24dz	0·68dz	0·21
sponge bags	168	2·01dz	1·10dz	0·34
	169	1·11dz	0·85dz	0·19
<b>armite</b> (152 Bovril) 2oz				
	4oz	1·64dz	—	0·16½
	8oz	2·86dz	—	0·29
	16oz	5·34dz	—	0·54½
<b>ary Quant</b> (876 MP)				
eyelashes				
Fluffs		7·00dz	3·85dz	1·25
<b>asumi</b> (301 Coty)				
bath cubes 6	273-25	0·44	0·24	0·95
Cologne	261-25	0·555	0·31	1·20
	259-25	0·815	0·45	1·75
spray	263-25	1·09	0·60	2·35
refill	265-25	0·695	0·38	1·50
dusting powder	233-25	1·51	0·83	3·25
refill	234-25	0·65	0·36	1·40
hand & body lotion				
	278-25	0·49	0·27	1·05
perfume	petite	0·51	0·28	1·10
	113-25	1·21	0·665	2·60
	119-25	1·97	1·085	4·25
	139-25	3·135	1·72	6·75
	159-25	5·11	2·81	11·00
spray	112-15	1·465	0·81	3·15

	Trade £·p	Tax £·p	Retail £·p
pulse perfume 114-25	0·765	0·42	1·65
skin perfume creamy 0·765	0·42	—	1·65
soap (1) 282-25	0·23	0·085	0·40
talcum 357-25	0·35	0·195	0·75
268-25	0·49	0·27	1·05
<b>Maws</b> (810 Maw) Nursery Products simpla teats Proprietaries junior antiseptic cream	0·59dz — — 1·23dz	— — — 0·45dz	0·07 — — 0·20
<b>Max Factor</b> (813 MF) California face glossers	0·242	0·126	0·49
<b>Maybelline</b> (1377 R & A) eyebrow pencil automatic eye gloss pearly eyelash curler eyeliner cake fluid eyeliner pencil automatic refills iridescent pencil eye shadow trio brush applicator mascara cake mascara magic refill remover Ultra Lash refill	3·00dz 1·68dz 4·80dz 1·08dz 1·80dz 1·38dz 1·38dz 2·22dz 1·50dz 1·02dz 1·08dz 2·10dz 1·50dz 1·38dz 2·10dz 1·50dz	1·57dz 0·88dz 2·51dz 0·56dz 0·94dz 0·72dz 0·72dz 1·16dz 0·78dz 0·53dz 0·56dz 1·10dz 0·78dz 0·72dz 1·10dz 0·78dz	0·50 0·28 0·80 0·18 0·30 0·23 0·23 0·37 0·25 0·17 0·18 0·35 0·25 0·23 0·35 0·25
<b>Mayflower</b> (662 EJ) pastilles blackcurrant and glycerine bronchial cough catarrh children's cough glycerine, lemon & honey glycerin of thymol BP	0·55dz 0·50dz 0·50dz 0·50dz 0·50dz 0·55dz 0·67dz	0·11dz 0·17dz 0·17dz 0·17dz 0·17dz 0·11dz —	0·07½ 0·07½ 0·07½ 0·07½ 0·07½ 0·07½ 0·07½
<b>Meggeson</b> (1333 WL) dyspepsia tablets 50 150	1·00dz 2·05dz	0·35dz 0·71dz	0·15 0·32
pastilles Gees linctus DDI glycerine & blackcurrant 50g glycerine, lemon & honey 50g menthol & eucalyptus 50g	0·80dz 0·97dz 0·97dz 0·92dz	— — — —	0·10 0·14 0·14 0·14
sore throat lozenges	—	—	—
<b>Meggezones</b> (1333 WL) pastilles junior mini pastilles	1·08dz 1·00dz —	0·38dz 0·35dz —	0·16 0·15 —
<b>Megimide</b> (894 Nicholas) ampoules 10ml 6 25 vial 100ml	1·83 6·77 1·52	— — —	2·74½ 10·15½ 2·28
<b>Meladinine</b> (1521 Pharm Dis) ‡s48 paint tablets 25ml 30	9·90dz 9·90dz	3·82dz 3·82dz	1·49 1·49
<b>Meltus</b> (333 Cupal) adult cough mixture 4oz	1·35dz	0·45dz	0·20½
<b>Memoire Cherie</b> (60 Arden) deodorant roll-on	732·00	—	0·70
foaming beauty bath	—	—	1·90
<b>Mene</b> (1073 Robinson) sanitary towels size 0 1 2 3 4	5·544 5·914 7·022 6·653 5·729	— — — — —	0·15 0·16 0·19 0·24 0·31
<b>Menopax</b> (894 Nicholas) ‡s48 cream tablets forte 60 60	0·22 0·25 0·24	0·08 0·09 —	0·41 0·46½ 0·36
<b>Mentholatum</b> (836 Mentholatum) balm tin jar tube	0·58dz 1·35dz 1·35dz 1·75dz	0·21dz 0·50dz 0·50dz 0·64dz	0·08½ 0·20 0·20 0·26
deep heat rub	2·50dz 3·25dz 1·38dz	0·915dz 1·19dz 0·51dz	0·37 0·47 0·20
Staunich pads	—	—	—
<b>Metharbital</b> (2 Abbott) <b>Midnight</b> (385 DG) bath essence intro 25cc 54cc dusting powder flask drum hand and body lotion perfume purse 12cc roulette 0·27 skin perfume intro 25cc 54cc 108cc 175cc spray mist aerosol	0·23 0·34 0·57 0·32 0·57 0·34 0·53 1·42 0·27 0·23 0·34 0·57 0·92 1·20 0·57	0·13 0·19 0·31 0·18 0·31 0·19 0·29 0·78 0·15 0·13 0·19 0·31 0·51 0·66 0·31	0·48 0·71 1·18 0·67 1·18 0·71 1·11 2·98 0·56 0·48 0·71 1·18 1·94 2·52 1·18

	Trade £·p	Tax £·p	Retail £·p
<b>Milton</b> (1055 RM) (distributors 1556 Farillon) denture powder small large	1·06dz 1·62dz	0·39dz 0·59dz	0·15 0·23
<b>Milton</b> (1055 RM) sterilising unit	0·595	0·085	0·88
<b>Milton-Aid</b> (1055 RM) (distributors 1556 Farillon) <b>Mimette</b> (1413 P & S) <b>Mimette</b> (75 Avlex) <b>Mimospray</b> (1413 P & S) <b>Mimospray</b> (75 Avlex) <b>Minadex</b> (518 Glaxo) syrup 200ml 400ml 2l	— — — — — 0·16 0·29 0·90	— — — — — — — —	— — — — — 0·22 0·40 —
<b>Miners</b> (876 MP) eyelashes flighty, lower, sweepers, swish lash eye shadow applicator 3G89 hair spray aerosol 3GB7 3GB6 lipstick small 3JD5 swivel 3JD6 nail lacquer frosted 1·45dz	3·31dz — — 1·32dz 1·55dz 1·12dz 0·75dz 1·39dz 0·87dz 1·45dz	1·82dz — — 0·725dz 0·855dz 0·615dz 0·415dz 0·765dz 0·48dz 0·80dz	0·57 — — 0·20 0·25 0·18 0·13 0·24 0·15 0·25
<b>Mini Sax</b> (430 Eucryl) tablets 200	0·68dz	—	0·08½
<b>Monsieur Worth</b> (1350 Worth) soap 4½oz	—	—	1·25
<b>Morny</b> (862 Morny) Parsley soap 2 talc 110g Rupert soap 2 talc 110g	— — — — —	— — — — —	0·49 0·35 0·49 0·35
<b>Motival</b> (1176 Squibb) ‡s48 tablets 100	1·68	—	—
<b>Muffin</b> (289 Concept) ‡ syrup 100ml	0·30	—	—
<b>Muguet</b> (301 Coty) creamy skin perfume 332·60 dusting powder 341·60 eau de Cologne 160·60 flacon mist 223·60 hand lotion 278·60 parfum de toilette 231·60 230·60 perfume 118·60 spray 111·60 concentrate 145·60 refresher 255·60 talcum 355·60	0·525 0·81 0·595 0·645 0·31 0·645 1·025 1·315 0·98 0·885 0·905 0·265	0·29 0·445 0·33 0·35 0·17 0·35 0·56 0·72 0·54 0·49 0·50 0·15	1·10 1·70 1·25 1·35 0·65 1·35 2·15 2·75 2·05 1·85 1·90 0·55
<b>Multi-Rex</b> (1136 Silber) exposure meter & case	—	—	21·97
<b>Myelobromol</b> (117 BPL) Insert ‡s4A <b>Myolgin</b> (311C) ‡DDI tablets 20 dp250	0·12 0·90	0·44 —	— —
<b>NaClex</b> (518 Glaxo) tablets packs of 500	—	—	—
<b>Nailoid</b> (31 AP) (distributors 1377 R & A) nail cream small	0·738dz	0·386dz	0·12
<b>National</b> (1136 Silber) flashguns (capacitor) Dynamo PB35 flashguns (electronic) PE182 PE184 PI-3	— — — — —	— — — — —	3·57 2·34 7·97 9·97 6·73
<b>Natural Wonder</b> (1052 Revlon) eye make-up kit	—	—	1·45
<b>Nembu-Donnal</b> (2 Abbott) <b>Neobacrin</b> (518 Glaxo) TS ointment 3·5g 15g	0·08 0·18	— —	— —
<b>Neo-Cytamen</b> (518 Glaxo) ampoules 250µ 1000µ 1ml × 5 1ml × 5 1ml × 6	0·12 0·24 —	— — —	0·16 0·32 —
<b>Neo-Mercazole</b> (187 85) tablets 100 500	0·65 2·78	— —	0·97½ 4·17
<b>Nestle</b> (451 F & J) Wisp-Comb	2·19dz	1·205dz	0·37½
<b>Nestosyl</b> (115 8engue) suppositories	—	—	—
<b>Neutradonna</b> (187 BS) ‡s7 powder 25g 100g tablets 120 <b>Neutradonna Sed</b> (187 85) ‡s4A powder 100g tablets 50 60	0·11 0·30 0·70 0·48 0·34 —	— — — — — —	0·16½ 0·45 1·05 0·72 0·51 —
<b>New Kil</b> (154 Fisons) aerosol small large	0·187 0·287	— —	0·28 0·43
<b>Niegeloh</b> (580 DH & Co) display stand No. 1 No. 2	38·37 19·71	11·95 5·98	— —
nail clippers 9·9cm 11·0cm	9·20dz 11·25dz	— —	1·10 1·41



		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
12·0cm	N4/L	13·70dz	—	1·72	Optomax (1136 Silber) existing entry	—	—	—	D	Acuspeed FX-20	—	—
nail files 4in	N2/4	1·40dz	0·77dz	0·25	Optomax (1136 Silber)	—	—	5·47	I	developer	250ml	0·4
5in	N2/5	1·60dz	0·88dz	0·29	exposure meter	—	—	1·93		500ml	—	0·7
6in	N2/6	1·95dz	1·07dz	0·34	sunglasses polarised	P.1	—	2·20		1000ml	—	1·2
7in	N2/7	—	—	—	G.1	—	—	1·93		Acustop stop bath	55ml	0·1
scissors hot forged	—	—	—	—	U.1	—	—	1·93		500ml	—	0·6
straight nail	N13/N	5·00dz	0·68dz	0·69	U.5	—	—	1·93		Acutol developer	500ml	0·5
straight cuticle	N13/C	5·00dz	0·68dz	0·69	U.12	—	—	1·93		1000ml	—	0·9
bent nail	N14/N	5·00dz	1·83dz	0·78	G.2	—	—	1·93		Acutol-5 to make	600ml	0·2
bent cuticle	N14/C	5·00dz	1·83dz	0·78	G.16	—	—	1·93		2·25l	—	0·5
super quality	—	—	—	—	44	—	—	2·20		4·5l	—	0·8
straight nail	N8/N	10·20dz	1·40dz	1·40	clip-on	64	—	1·37		FX-18 developer	4·5l	0·6
straight cuticle	N8/C	10·20dz	1·40dz	1·40	65	—	—	1·37		regenerator	4·5l	0·6
bent nail	N9/N	10·20dz	3·74dz	1·60	Orap (666 Janssen)	—	—	—		cleaning solution	225ml	0·2
bent cuticle	N9/C	10·20dz	3·74dz	1·60	Insert †s4B	—	—	—		printing outfit	—	5·3
tweezers	—	—	—	—	Orasecron (187 B5) †s4B	—	—	—		developing outfit	—	4·9
pointed	N3/P	2·10dz	1·15dz	0·36	tablets	10	0·34	—	0·51	developing tanks	—	—
straight	N3/S	2·10dz	1·15dz	0·36	25	0·71	—	1·06½		35mm	—	1·8
oblique	N3/A	2·10dz	1·15dz	0·36	100	2·57	—	3·85½		multi-unit 1	—	1·6
assorted	N3/A55	—	—	—	Orlane (1145 Sirex)	—	—	—		2	—	2·0
Nikini (1073 Robinson)	—	—	—	—	lait a bronzer	—	—	1·95		3	—	2·6
sanitary garment	pink	4·381dz	0·602dz	0·54	sol a sol	—	—	1·50		universal	—	2·0
white	—	3·002dz	0·412dz	0·37	Ostermilk (518 Glaxo)	—	—	—		enlarging computer	—	5·7
pads	12	4·32	—	0·12	Nos. 1 and 2	3·16dz	—	0·30		thermal print mountant	—	—
Niknax (S19 Global)	—	—	—	—	Outdoor Girl (876 MP)	—	—	—		175ml	—	0·5
tights	—	3·65dz	—	—	Aqua Shadow collection	2DD4	2·03dz	1·115dz	0·35	500ml	—	1·3
Miss Niknax	—	3·37dz	—	—	eye colour collection	2G74	2·03dz	1·115dz	0·35	viewers	—	—
Nivea (1164 55L)	—	—	—	—	eyelashes	—	—	—		'126'	—	1·4
after sun soother	1509	2·372dz	1·254dz	0·38	Bambi	2GD5	3·83dz	2·105dz	0·66	Design 101	—	2·0
sun milk jumbo	1503	4·891dz	2·558dz	0·77½	adhesive	2G92	1·16dz	0·64dz	0·20	66	—	4·2
Noa Noa (596 HR)	—	—	—	—	eye shadow brush	2GD6	1·32dz	0·725dz	0·20	22	—	3·1
dusting powder drum	—	—	—	—	liners	2GF2	2·61dz	1·435dz	0·45	pocket 2 × 2	—	1·0
7208	—	—	—	1·80	eye shadower	2J86	1·32dz	0·725dz	0·20	6 × 6	—	1·48
flask	7233	—	—	1·00	Flutterlash	2GF7	3·83dz	2·105dz	0·66	Trident	—	4·2
skin perfume	7002	—	—	1·45	hairspray	2G39	1·12dz	0·615dz	0·18	Viscount	—	2·65
Norflex (1061 Riker) †s4B	—	—	—	—	aerosol	2GD9	1·55dz	0·855dz	0·25	special	—	3·67
tablets	—	—	—	—	lipstick trial	2J77/79	0·87dz	0·48dz	0·15	Penicillin-V-Lilly (413 Lilly) T5	—	—
packs of 500	—	—	—	—	Magic Touch	2G05	1·45dz	0·80dz	0·25	Pulvules 250mg	1000	—
Northern Star (1570 NBL)	—	—	—	—	Marvelash	2G28	2·32dz	1·275dz	0·40	Peptalac (307 C & G)	16oz	5·68
heating pad	—	—	—	5·45	liquid	2GF9	2·61dz	1·435dz	0·45	(2dz)	—	0·31
overblankets	—	—	—	—	Natural Finish	2GE7	2·03dz	1·115dz	0·35	Pernazene (346 Dales)	—	—
single 81 × 58	—	—	—	12·95	Silk Finish refill	2J87	0·87dz	0·48dz	0·15	Personality (1377 R & A)	—	—
double 81 × 72	—	—	—	15·45	Silk Touch	2G03	1·16dz	0·64dz	0·20	soap bath	1·404dz	0·489dz
dual 81 × 72	—	—	—	17·95	Stay-On Shadows	2GB8	1·74dz	0·955dz	0·30	toilet	0·842dz	0·293dz
underblankets	—	—	—	—	Pabirex (848 Minnesota)	—	—	—	—	0·293dz	0·12	
standard single 50 × 25	—	—	—	5·75	diarrhoea mixture	200ml	1·83dz	0·67dz	0·27½	Personna (964 Personna)	—	—
standard double 50 × 45	—	—	—	7·45	ampoules 1/M standard	—	—	—	—	super foam	2·17dz	0·795dz
de luxe single 60 × 30	—	—	—	7·75	strong	10prs	0·83	—	—	grooming aids	—	—
double 60 × 48	—	—	—	9·95	1/V standard	10prs	1·00	—	—	eyebrow tweezers	0·925	0·51
Norton (900 Norton)	—	—	—	—	strong	10prs	0·90	—	—	(10)	0·34	
gift sets	—	—	—	—	packs of 3 at 24prs	—	—	—	—	(10)	0·22	
Pretty Miss	PN6	4·02dz	1·80dz	0·65	Paddi (1073 Robinson)	—	—	—	—	nail files	0·72	0·40
PN7	5·20dz	2·86dz	0·89	nappy liners	25	1·167dz	—	0·14½		(10)	0·17	
PN9	4·43dz	2·04dz	0·72	50	50	2·00dz	—	0·25		toe nail clippers	1·025	0·38
Noshine (60 Arden)	—	—	—	0·75	100	3·70dz	—	0·46		(10)	0·25	
Novasapa (970 PM)	—	—	—	—	—	0·16l	—	0·22½		(10)	—	
500ml	—	4·44dz	—	0·46	—	—	—	—		Perutz (1136 Silber)	—	—
2l	—	1·22	—	1·51	—	—	—	—		cine film standard 8	—	—
4l	—	2·25	—	2·78	—	—	—	—		colour reversal CUS 88	—	1·52
Novaseptic (970 PM)	—	—	—	—	—	—	—	—		cine film standard 8	—	—
Novesine (1303 Wander)	—	—	—	—	—	—	—	—		black & white	—	1·22
solution †	10ml	0·39	—	0·58	—	—	—	—		Pevidine (117 BPL)	—	—
Novutox (970 PM) existing entry	—	—	—	—	—	—	—	—		antiseptic solution 500ml	1·08	—
Novutox (970 PM)	—	—	—	—	—	—	—	—		5l	5·00	—
2% solution plain	—	—	—	—	—	—	—	—		Phenurone (2 Abbott)	—	—
injection vial	50ml	0·21	—	0·26	—	—	—	—		Phul Nana (545 Grossmith)	—	—
2% solution with	—	—	—	—	—	—	—	—		perfume	9cc	2·80dz
adrenaline †s4B	50ml	0·21	—	0·26	—	—	—	—		Placentubex (580 DH & Co)	—	—
injection vial cartridge	—	—	—	—	—	—	—	—		foam mask	1·44	0·79
2ml †s4B	100	2·07	—	2·55	—	—	—	—		PLJ (103 Beecham) existing entry	—	—
3% solution with	—	—	—	—	—	—	—	—		PLJ (103 Beecham) 12 case rate	—	—
adrenaline cartridge	—	—	—	—	—	—	—	—		lemon juice	1·695dz	0·315dz
2ml †s4B	100	2·07	—	2·55	—	—	—	—		standard	2·69dz	0·545dz
4% solution with	—	—	—	—	—	—	—	—		large	0·545dz	0·31
adrenaline injection vial	—	—	—	—	—	—	—	—			—	—
†s4B	50ml	0·22	—	0·28	—	—	—	—			—	—
Nudit (596 HR)	—	—	—	—	—	—	—	—			—	—
hair remover facial	2601	—	—	0·85	—	—	—	—			—	—
2604	—	—	—	1·35	—	—	—	—			—	—
Nulon (1038 R & C)	—	—	—	—	—	—	—	—			—	—
hand cream	small	0·955dz	0·525dz	0·15	—	—	—	—			—	—
medium	—	1·40dz	0·77dz	0·22	—	—	—	—			—	—
large	—	2·10dz	1·16dz	0·33	—	—	—	—			—	—
Nu-Ray (479 WF)	—	—	—	—	—	—	—	—			—	—
hot water bottles	—	0·295	—	—	—	—	—	—			—	—
Nurvlyfe (162 Bragg)	—	—	—	—	—	—	—	—			—	—
Nu-Star (479 WF)	—	—	—	—	—	—	—	—			—	—
hot water bottles	—	0·28	—	—	—	—	—	—			—	—
Nu-Sun (479 WF)	—	—	—	—	—	—	—	—			—	—
hot water bottles	—	0·28	—	—	—	—	—	—			—	—
Nystan (1176 Squibb) T5	—	—	—	—	—	—	—	—			—	—
cream	15g	0·58	—	—	—	—	—	—			—	—
30g	—	1·00	—	—	—	—	—	—			—	—
ointment	30g	0·80	—	—	—	—	—	—			—	—
Oblivon (187 B5) †s4B	—	—	—	—	—	—	—	—			—	—
capsules	25	0·30	—	0·45	—	—	—	—			—	—
100	—	0·93	—	1·39½	—	—	—	—			—	—
elixir	100ml	0·26	—	0·39	—	—	—	—			—	—
Oblivon C (187 B5) †s4B	—	—	—	—	—	—	—	—			—	—
Ovets	100mg	0·98	—	1·47	—	—	—	—			—	—
Opas (1335 Wigglesworth)	—	—	—	—	—	—	—	—			—	—
tablets roll	12	1·19	0·44	0·06	—	—	—	—			—	—
Optima (16 AGL)	—	—	—	—	—	—	—	—			—	—
cameras	—	—	—	—	—	—	—	—			—	—
Sensor 200	—	—	—	42·59½	—	—	—	—			—</	



	Trade £·p	Tax £·p	Retail £·p	
times (1055 RM) (distributors 1556 Farillon)				I
ocaine (970 PM)				D
om (1242 Toni)				
home permanent large	3·36dz	1·76dz	0·54	
small	2·29dz	1·20dz	0·37	
roller perm complete	4·04dz	2·12dz	0·65	
refill	2·80dz	1·47dz	0·45	
rosol (1249 Trufood)				
454g	6·15dz	—	0·64	
uants (690 Keldon)				
witch hazel 100ml	1·29dz	0·46dz	0·20	
uickies (451 F & J)				
foot freshener pads	1·125dz	0·62dz	0·19	
anti-perspirant pads	0·83dz	0·46dz	0·14	
uincocarbene (346 Dales)				D
uosh (103 Beecham) existing entry				I
uosh (103 Beecham) 12 case rate	1·37dz	0·305dz	0·16	D
uashes (937 Parisek)				D
uuloid (1061 Riker)				D
with hexamethonium				
uaffirm (385 DG)				
112cc	1·75	0·96	3·62	
uabane (525 Golden)				
shampoo large	3·88dz	1·42dz	0·59	
uicital (525 Golden) †				
hair colourant	3·42dz	1·88dz	0·57	
elax Quies (346 Dales)				I
face masks	1·50	0·55	2·85	
emington (1044 R)				
shaver 100 de luxe	5·31	1·87	8·95	
entokil (1047 Rentokil)				
bird repellent	—	—	0·70	
dry rot fluid	—	—	1·50	
—	—	—	2·45	
—	—	—	11·25	
wood preservative	—	—	0·80	
—	—	—	1·45	
—	—	—	2·40	
—	—	—	11·00	
woodworm fluid	—	—	0·30	
—	—	—	0·45	
—	—	—	0·65	
—	—	—	0·95	
—	—	—	1·45	
—	—	—	2·35	
—	—	—	10·75	
quick drying	—	—	0·70	
—	—	—	1·00	
—	—	—	1·55	
—	—	—	0·35	
junior injector				
storia (1113 S & B)				
oil free lotion	8·28dz	4·555dz	1·30	
evlon (1052 Revlon)				
eye shadow set	—	—	1·25	
Z.P.I.I shampoo tube	—	—	0·60	
axall (848 Minnesota)				
acne lotion 110ml	2·00dz	0·733dz	0·30	
bone and nerve liniment				
see under BN.				
Brightener toothpaste				
see under Brightener				
children's cough mixture				
125ml	1·33dz	0·49dz	0·20	I
rubber gloves unlined	—	—	—	D
neusalate (1335 Wigglesworth)				I
paste 40g	1·68dz	0·62dz	0·23	
ena (103 Beecham) existing entry				D
ena (103 Beecham) 12 case rate				I
blackcurrant drink				
standard	1·92dz	0·365dz	0·22½*	
family	2·575dz	0·515dz	0·31*	
*Includes 0·025 for container				
fadin (1444 Lepetit) T5				
capsules 150mg	15·27	—	22·90½	
300mg	30·54	—	45·81	
ght Guard (514 Gillette)				
anti-perspirant	2·86dz	1·50dz	0·46	
130g	3·48dz	1·83dz	0·56	
deodorant	2·67dz	1·40dz	0·43	
90g	3·29dz	1·73dz	0·53	
135g	2·18dz	1·14dz	0·35	
roll-on	1·80dz	0·95dz	0·29	
refill				
nstead (1333 WL)				
gel †	1·33dz	0·46dz	0·20	
pastilles	1·02dz	0·35dz	0·15	
binsons (1449 R & CFD)				
mixed cereal 6oz	1·055dz	—	0·11	
ready cooked groats 6oz	1·055dz	—	0·11	
8oz	—	—	—	D
oboleine (912 O)				
16oz	3·11dz	—	0·37	
odine (1047 Rentokil)				
warfarin rat bait sachet				
(2)	—	—	0·25	
large	—	—	0·75	
7lb	—	—	1·50	
14lb	—	—	—	D
oger & Gallet (1076 R & G)				
Madame range				
soap 3oz	0·36	0·13	0·75	
by (1169 BG5)				
canker ear drops	0·105	0·04	0·20	I
wormer for dogs	0·155	—	0·21	
for puppies	0·155	—	0·21	
macrom (1530 Fisons)				
capsules with insufflator				
100	3·15	—	4·72½	
bona (1464 Sabona)				
rheumatic relief bracelet	—	—	1·50	

	Trade £·p	Tax £·p	Retail £·p	
Salactol (1454 Dermal) packs				
wart paint 2 x 10ml	0·60	—	—	
Satura (385 DG)				
cleansing cream 115cc	0·35	0·19	0·73	I
cleansing lotion 170cc	0·61	0·34	1·27	
freshener 170cc	0·61	0·34	1·27	
moisture cream 30cc	0·42	0·23	0·88	
55cc	0·75	0·41	1·57	
lotion 58cc	0·68	0·37	1·42	
1161cc	1·06	0·58	2·22	
Algene				
body balm 116cc	0·79	0·43	1·64	
face cream 14cc	0·39	0·21	0·81	
30cc	0·66	0·36	1·38	
55cc	1·15	0·63	2·40	
facial balm 58cc	0·66	0·36	1·38	
Scan (31 AP)				
(distributors 1377 R & A)				
eye drops	1·218dz	0·424dz	0·18	
lotion	1·218dz	0·424dz	0·18	
Schick (229 Carmen)				
hairdryer for men	—	—	7·95	
Lady Schick	—	—	17·95	
beauty salon	—	—	9·95	
facial sauna	—	—	—	
Scholl's (1108 SMC)				
51	2·40dz	0·88dz	0·37	
Scoline (34 A&H)				
Insert †s4B				
Scotch (1500 MM & M)				
hair set tape	2·32dz	—	0·29	
Sebril (763 Linfield) entire entry				D
Sebril (992 P & C)				I
dandruff lotion 50cc	2·86dz	1·02dz	0·44	
Secret of the Sea (385 DG)				
cream 14cc	0·51	0·28	1·07	
29cc	1·13	0·62	2·37	
58cc	1·82	1·00	3·82	
emulsion 40cc	1·31	0·72	2·74	
Fashion Touch 29cc	0·66	0·36	1·38	
mask 54cc	0·66	0·36	1·38	
Secto (333 Cupal)				
ant & wasp killer	—	—	0·25	
hair emulsion	—	—	—	D
Sedatusin (413 Lilly)				
2·25l	1·30	0·47	2·42	
Selex (463 Fisons)				
2oz	0·093	—	0·14	
4oz	0·153	—	0·23	
7½oz	0·253	—	0·38	
15½oz	0·44	—	0·66	
1gal	1·73	—	2·60	
13oz	0·286	—	0·43	
aerosol				
Senokot (1037 Reckitt)				
syrup 100ml	0·14	—	0·21	
150ml	—	—	—	D
Serum Gonadotrophon (930 P & B)				D
Sevilan (580 DH & Co)				
acne cream 20g	2·95dz	1·08dz	0·47	
40g	0·52	0·19	0·97	
Shloer (103 Beecham) existing entry				D
Shloer (103 Beecham) 12 case rate				I
apple juice small	1·45	0·24	0·08*	
(2dz)	(2dz)	(2dz)	(2dz)	
large	1·675dz	0·37dz	0·21	
large	1·91dz	0·42dz	0·24	
*Includes 0·015 for container				
Siloxyy (289 Concept)				
tablets 120	1·57	0·57	—	
Siltex (1319 Wendover)				
hair styling cream 113g	1·56dz	0·86dz	0·29	
Silvikrin (105 BTD)				
shampoos standard	0·855dz	0·315dz	0·12	
economy	1·285dz	0·475dz	0·18	
Sinthrome (501 Geigy)				
tablets 1mg 500	2·77	—	4·16	D
100	—	—	—	D
Skin Deep (76 Atkinson)				
Skin Dew (596 HR)				
cleanser 0734	—	—	1·20	
cream 0711	—	—	1·65	
0712	—	—	2·65	
emollient cleanser 0736	—	—	1·10	
emulsion 0701	—	—	0·95	
0702	—	—	1·55	
0704	—	—	2·50	
eye cream 0770	—	—	1·30	
freshener 0744	—	—	1·05	
hand care 0726	—	—	1·10	
Skinfare (76 Atkinson)				D
Skin Life (596 HR)				
body treatment 0926	—	—	3·00	I
cream 0902	—	—	4·95	
0904	—	—	7·90	
emulsion 0912	—	—	3·30	
0913	—	—	5·30	
eye cream 0970	—	—	2·15	
foundation 0921	—	—	2·25	
extrait 0909	—	—	11·00	
honey tonic 0944	—	—	2·45	
0948	—	—	3·90	
liquid cleanser 0936	—	—	1·70	
0938	—	—	2·70	
mask 0951	—	—	3·60	
throat treatment 0975	—	—	4·20	
treatment travel case 0983	—	—	8·65	I
Sleek (68 Arden)				
728.99	—	—	0·85	
725.99	—	—	1·10	

	Trade £·p	Tax £·p	Retail £·p	
Sloans (721 LC)				
liniment	1·30dz	0·475dz	0·20	
S-M-A (1352 Wyeth)				
liquid 370ml	0·09½	—	—	
powder 450g	0·32	—	—	
Smokies (1333 WL)				
pastilles	0·92dz	0·32dz	0·14	
Sof' down (1349 LW)				
Swedish-style				
disposable nappies				
standard 10	1·116dz	—	0·12	I
20	2·07dz	—	0·23	
night-time size	2·07dz	—	0·23	
tie pants 5	1·15dz	—	0·14½	
Softex (339 CG)				
household wool				
pleated 100g	0·72dz	—	0·08	
200g	1·30dz	—	0·14½	
400g	1·95dz	—	0·22	
roll				
Sol-Tercin (311 C) †s4A				
tablets 100	0·36	—	—	
Sparklets (183 BOC)				
"J" type bulb refills	—	—	—	D
Spastipax (894 Nicholas) †s4A				
tablets 30	0·35	—	0·52½	
250	—	—	—	D
0·61dz	0·135dz	0·09	—	
Stag (848 Minnesota)				
after-shave lotion				D
Staycept (1186 Stayne)				D
Staycept (1584 Syntex)				I
(distributors 1545 Vestric)				
contraceptive jelly 80g	0·22	—	0·33	
cream 75g	0·22	—	0·33	
pessaries 10	0·20	—	0·30	
applicator	0·20	—	0·30	
Steriloderm (970 PM)				
bactericidal gel				
tube 60g	0·16	0·06	0·26	
dispenser 500g	1·93	0·27	2·65	
refill 500g	0·73	0·27	1·07	
Ster-zac (626 HH & C)				
bath concentrate				
sachets 12 x 1oz	0·67	—	—	
500ml	0·61	—	—	
2l	2·00	—	—	
powder 30g	0·85dz	—	—	
225g	2·00dz	—	—	
Stress (978 PYP) existing entry				D
Stress (978 PYP)				I
100g	1·36dz	—	0·17	
255g	2·88dz	—	0·36	
4lb	1·32	—	1·76	
7lb	1·98	—	2·64	
14lb	3·36	—	4·48	

NATIONALLY ADVERTISED...

REGISTERED

**SUBA-SEAL**

TRADE MARK

SELL A GOOD HOT WATER BOTTLE

	Trade £·p	Tax £·p	Retail £·p	
Suba-Seal (479WF)				
air ring,				
hospital 16 in	1A25	1·19	1·78½	
18 in	1A26	1·28	1·92	
20 in	1A27	1·39	2·09	
bath mat	2B151	0·67	0·088	1·09½
baby bath mat	2B149	0·33	0·043	0·54
baby feeding set	1C50	1·063	—	1·59
baby feeders complete				
with teat				
minifeeder	1C42	0·10	—	0·15
narrow neck 4oz	1C26	0·085	—	0·13
8oz	1C27	0·095	—	0·14½







	Trade £·p	Tax £·p	Retail £·p	
ter (1256 Ulter) existing entry				D
ter (1256 Ulter)				I
stomach tablets	20	2.03dz	0.74dz	0.30
	40	3.88dz	1.42dz	0.50
	100	8.78dz	3.22dz	1.25
	500	3.94	—	—
alentine's (33 JA)				
meat juice extract	0.78	—	—	1.00
alomet (626 HH & C)				
hand lotion	1.34dz	0.49dz	—	0.21
apex (695 TK)				
inhaler	0.09	0.03	—	0.16
medicated rub	0.09	0.03	—	0.16
pastilles	0.09	0.03	—	0.16
ascardin (894 Nicholas)				
tablets	1.01	—	—	1.51½
aseline (256 CPL)				
intensive care lotion				
med	2.51dz	1.27dz	—	0.39
large	3.16dz	1.61dz	—	0.49
ailed Radiance (60 Arden)				
417.33	—	—	—	1.85
elactin (1303 Wander)				
powder	1lb	0.88	—	1.32
elouty (379 Dixor)				
powder cream	tube	0.79dz	0.435dz	0.14
		1.30dz	0.715dz	0.23
		2.53dz	1.39dz	0.44
		2.36dz	1.30dz	0.40
elvetone (463 Fisons)				
spring/summer	20 sq yd	0.18	—	0.27
	50 sq yd	0.333	—	0.50
	100 sq yd	0.60	—	0.90
with weedkiller				
	20 sq yd	0.22	—	0.33
	50 sq yd	0.432	—	0.65
	100 sq yd	0.80	—	1.20
autumn/winter	20 sq yd	0.186	—	0.28
	50 sq yd	0.344	—	0.52
	100 sq yd	0.612	—	0.92
esagex (970 PM) existing entry				D
esagex (1335 Wigglesworth)				I
antiseptic ointment	60g	2.04dz	—	0.20
	500g	0.59	—	0.73
dispenser	500g	1.79	—	2.07
refill	500g	0.59	—	0.73
ebra (721 LC)				
tonic bath	1.395dz	0.765dz	—	0.22
ck (1055 RM)				
lozenges regular	1.41	0.52	—	0.06
	(40pkts)	(40pkts)	—	—
cherry, lemon,	1.545	0.34	—	0.06
blackcurrant	(40pkts)	(40pkts)	—	—
cough drops				
nce (721 LC)				D
powder	1.62dz	0.595dz	—	0.23
orone (930 P & B)†s4B				
ampoules 5mg/1ml	10	0.35	—	—
	10	0.37	—	—
	10	0.40	—	—
	10	0.47	—	—
	10	0.55	—	—
	10	0.90	—	—
packs of 6	—	—	—	—
arnin (Grossmann (163 Bramwell))				D
effervescent tablets	10	4.62dz	—	0.58
aft (893 Nicholas)				D
aricks (1333 WL)				
pastilles				
catarrh	50g	0.92dz	0.32dz	0.14
cherry cough	50g	0.92dz	0.32dz	0.14
glycerine of thymol	50g	0.92dz	0.32dz	0.14
suppositories				
adult's	12	1.25dz	—	—
child's	12	1.10dz	—	—
infant's	12	1.05dz	—	—
hite Magnolia (596 HR)				
dusting powder	6208	—	—	1.75
flask	6233	—	—	0.90
hand lotion	6344	—	—	0.85
skin perfume	6002	—	—	1.15
oodwards (1346 Woodward)				
baby cream	220g	2.34dz	—	0.26
baby-wipes	(6)	2.04	0.28	0.12
brush and comb set				
diarrhoea mixture	1.74dz	0.64dz	—	0.27
gripe water	1.48dz	0.545dz	—	0.21
teething balm	1.48dz	0.545dz	—	0.21
lotox (970 PM) existing entry				D
lotox (970 PM)				I
dental solutions, plain or with				
adrenaline or nonadrenaline				
solutions with adrenaline or nonadrenaline †s4B				
2% cartridge 1.8ml	100	2.70	—	—
	100	2.12	—	—
injection vial	50ml	0.33	—	—
1½% cartridge 2ml	100	2.12	—	—
4% topical	25ml	0.24	—	—
extra paste	15g	0.27	—	—
	15g	0.14	—	—
jelly	30g	0.25	—	—
normal paste	15g	0.22	—	—
ointment	15g	0.19	—	—
	30g	0.32	—	—
oral 2%	200ml	0.72	—	—
spray 10%	85g	1.49	—	—
ardley (1355 Yardley)				
eye make-up flowliners	0.458	0.25	—	0.94

	Trade £·p	Tax £·p	Retail £·p	
Zac (626 HH & C)				
baby cream	tube	0.88dz	0.32dz	0.13½
jar	56g	1.35dz	0.495dz	0.21
	112g	1.93dz	0.705dz	0.30
Almay (39 Almay)				
near nude make up		0.45½	0.25½	0.98
bronzing gel		0.37	0.19½	0.75
liquid blush		0.39½	0.20½	0.80
Alphakil (1047 Rentokil)				D
mouse bait†				I
mouse bait†				A
Alupent (145B)				
ampoules 0.5mg 1ml 6†	0.38	—	—	0.57
solution 5% 7.5ml†	0.31	—	—	0.46½
metered aerosol †s4B	0.97	—	—	1.45½
refill †s4B	0.81	—	—	1.21½
syrup †	150ml	0.36	—	0.54
	1l	2.14	—	3.21
tablets †	50	0.62	—	0.93
	250	2.82	—	4.23
	1000	10.93	—	16.39½
Alupent expectorant (145B)†				A
mixture	300ml	1.35	0.496	2.52
tablets	30	0.90	0.33	1.68
	250	6.82	2.50	12.73
Alupent-Sed (145B) †s4A				A
tablets	50	0.66	—	0.99
	250	3.00	—	4.50
Aqua Manda (532 Goya)				A
after shave		0.22	0.12	0.45
fragrance	28cc	0.22	0.12	0.45
	96cc	0.353	0.195	0.72
	210cc	0.54	0.295	1.10
spray		0.27	0.15	0.55
golden body rub		0.27	0.15	0.55
hand lotion		0.186	0.105	0.38
herbal bath oil		0.27	0.15	0.55
sachet		0.039	0.022	0.08
foam bath		0.236	0.125	0.44
sachet		0.043	0.023	0.08
oatmeal soap		0.076	0.028	0.13
shampoo		0.037	0.013	0.07
calum		0.166	0.09	0.34
Biotren (228 Carlton) TS				
dusting powder	15g	0.25	0.09	—
Bisolvon (145B)				A
ampoules 4mg/2ml	5	0.58	—	0.87
elixir	200ml	0.69	—	1.03½
	1l	3.28	—	4.92
tablets	20	0.46	—	0.69
	250	5.03	—	7.54½
	1000	19.32	—	28.98
Blue Carnation (1076 R & G)				
dusting powder		0.78	0.42	1.85
eau de toilette	2oz	0.40	0.22	0.95
	4oz	0.66	0.35	1.55
soap	(3)	0.54	0.19	1.12
spray Cologne	55cc	0.54	0.29	1.25
talc		0.32	0.17	0.75
Breck (1509 C of GB)				
creme rinse sachet		0.305dz	0.168dz	0.05
	120cc	2.15dz	1.182dz	0.35
with body sachet		0.305dz	0.168dz	0.05
Miss Breck hair spray				
	130g	2.04dz	1.122dz	0.33
	200g	2.725dz	1.498dz	0.44
	370g	3.97dz	2.182dz	0.64
shampoos for dry hair,				
normal hair, oily hair,				
medicated	70cc	3.40dz	0.491dz	0.19
	120cc	2.02dz	0.74dz	0.29
Buscopan (145 B) †s1				A
ampoules 20mg	6	0.40	—	0.60
	30	1.64	—	2.46
tablets 10mg	20	0.30	—	0.45
	100	1.23	—	1.84½
	500	4.91	—	7.36½
Carbonet (1155 S & N)				A
non adherent dressing				
3½ × 3½ in				
	10 piece CT4	2.03dz	—	0.24
	30 pieces CT3	3.47dz	—	0.41
	7½ in × 4yd	6.26dz	—	0.74
Care (532 Goya)				
hand cream		0.108	0.396	0.22
Cellosene (1073 Robinson)				A
cellulose wadding	16oz	0.18	—	—
Coltapaste (1155 S & N)				
zinc paste and coal tar bandage BPC				
3½ in × 6yd	2206	2.37dz	—	0.28
Corecto (950 Pegar)				
feeding bottle		0.19	—	0.27½
teats		1.13	—	0.07½
	(20)	—	—	—
Cortacream (1155 S & N)				A
bandage				
3½ in × 1yd	03301	5.415dz	—	0.64
3½ in × 2yd	03300	6.685dz	—	0.79
Crinx (1155 S & N)				A
conforming bandage				
4yd × 2in		0.655dz	—	—
4yd × 3in		0.85dz	—	—
4yd × 4in		1.02dz	—	—
4yd × 6in		1.41dz	—	—

## THIS WEEK'S CHANGES

	Trade £·p	Tax £·p	Retail £·p	
powder		0.88dz	0.32dz	0.13½
Zypanar (61 APC)				
granules	200g	1.80	—	2.70
	500g	4.00	—	6.00
Cuxson Gerrard (339 CG)				
first aid outfits				
'handy pack'	A210	0.73	0.06	1.10
R.A.C. car and home	A214	1.47	0.09	2.20
'senior'		1.40	0.09	2.10
'travel pack'		0.92	0.06	1.30
Dexa-Rhinaspay (145B)TS				A
aerosol	9g	0.70	0.255	1.30½
Elastocrepe (1155 S & N)				A
cotton crepe bandages BPC				
2½ × 5yd stretched				
	3025	1.855dz	—	0.22½
	3003	2.225dz	—	0.27
	3004	2.93dz	—	0.35½
Elastoplast (1155 S & N)				A
airstrip	7921	1.355dz	—	0.16
airstrip unit packs				
50—2 × 3	7956	8.655dz	—	1.02½
bandage BPC unstretched				
2in × 3yd	1002	2.705dz	—	0.32
2½in × 3yd	10025	3.385dz	—	0.40
3in × 3yd	1003	4.02dz	—	0.47½
4in × 3yd	1004	5.16dz	—	0.61
dressing strips				
1½ × 1yd	4015	1.27dz	—	0.15
2½ × 1yd	4025	1.69dz	—	0.20
3 × 1yd	4003	2.075dz	—	0.24½
eye occlusion patches				
(350)	4580	52.89dz	—	6.25
first aid dressings individu-				
dually wrapped and				
sterilised				
1½ × 2½in	11600	10.405dz	—	1.23
2 × 3in	11700	15.735dz	—	1.86
waterproof				
3 × ½in	12400	7.785dz	—	0.92
2 × 3in	12700	15.34dz	—	1.86
plastic dressing strip 6in				
	7165	0.295dz	—	0.3½
plaster BPC				
1in × 1yd	1111	0.76dz	—	0.09
2in × 1yd	1212	1.185dz	—	0.14
1in × 3yd	1001	1.605dz	—	0.19
plastic strapping,				
waterproof				
1in × 1yd	7011	0.62dz	—	0.07½
1in × 3yd	7001	1.075dz	—	0.13
2in × 3yd	7002	1.525dz	—	0.18½
waterproof microporous				
plastic wound dressing				
WMPB	15399	18.02dz	—	2.13
Erythrocin 500 (2 Abbott)TS				
Filmtab	12	0.99	—	—
	100	8.25	—	—
Flexoplast (1073 Robinson)				A
surgery case	4300	0.538	—	—
refill	4301	0.379	—	—
doctors' set	4290	0.967	—	—
refill	4291	0.871	—	—
elastic bandage adhesive				
B.P.C. full spread				
1 in × 3yd	4400	1.584dz	—	—
2 in × 3yd	4401	2.666dz	—	—
2½ in × 3yd	4402	3.261dz	—	—
3 in × 3yd	4403	3.85dz	—	—



	Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p		Trade £·p	Tax £·p	Retail £·p
<b>Fluor-I-Strip</b> (1601 Ayerst) strips 100×2 200	2·50	—	—	●	2 in × 10 yd	dz	4·265	—	2 in × 5 yd	—	—
<b>Goya</b> (532 Goya)	2·50	—	—	—	3 in × 10 yd	dz	5·025	—	3 in × 5 yd	—	—
Cologne	0·166	0·095	0·34	I	<b>Persantin</b> (145 B)				4 in × 5 yd	—	—
stick	0·166	0·095	0·34	A	ampoules 10mg	0·31	0·115	0·58	superfoam adhesive	—	—
hand lotion	0·166	0·095	0·34	—	30	0·60	0·22	1·12	$\frac{1}{16}$ × 36 × 18 in	1·194	0·436
fragrance spray	0·255	0·14	0·52	—	tablets 25 mg	200	3·58	1·31	$\frac{1}{16}$ × 36 × 18 in	1·59	0·581
perfume phial	0·166	0·095	0·34	—	Phospholine iodide (1556 Farillon) existing entry				unsprayed	—	—
spray set unperfumed	0·245	0·135	0·50	I	<b>Phospholine iodide</b> (1601 Ayerst)†s1				$\frac{1}{16}$ × 36 × 18 in	0·859	0·315
talcum	0·147	0·085	0·30	A	vial 1·5 mg	0·79	—	—	$\frac{1}{16}$ × 36 × 18 in	1·304	0·476
bubble bath	—	—	—	D	3 mg	0·89	—	—	wintergreen and	—	—
soap	—	—	—	D	6·25 mg	0·995	—	—	capsicum plasters	—	—
Cedar Wood	—	—	—	—	12·5 mg	1·14	—	—	5 × 7½ in	0·685dz	0·25dz
deodorant stick	0·176	0·10	0·36	A	<b>Premarin</b> (649ICI) existing entry				7 × 11 in	1·368dz	0·502dz
foam shave	0·242	0·09	0·45	—	<b>Premarin</b> (1601 Ayerst)†s4B				wool felt soft 100%	—	—
hair cream	0·157	0·09	0·32	—	intravenous 25 mg with				Merino wool spread	—	—
spray	0·22	0·12	0·45	●	diluent	1·00	—	—	36 × 18 × $\frac{1}{16}$ in	1·172	—
shave cream brushless	0·134	0·05	0·25	A	tablets 0·625 mg	100	1·28	—	$\frac{1}{16}$ in	1·728	—
lather	0·134	0·05	0·25	—	1·25 mg	30	0·70	—	$\frac{1}{16}$ in	2·529	—
shaving bowl	0·301	0·11	0·56	—	100	2·14	—	—	$\frac{1}{16}$ in	2·885	—
refill	0·172	0·06	0·32	A	<b>Revlon</b> (1052 Revlon)				unsprayed	—	—
<b>Gypsona</b> (1155 S&N)				—	colourashes	—	—	2·00	36 × 18 × $\frac{1}{16}$ in	0·886	—
plaster of paris bandage				—	starry	—	—	2·15	$\frac{1}{16}$ in	1·442	—
2in × 3yd 5002T	0·93dz	—	0·11	—	tassel	—	—	2·15	$\frac{1}{16}$ in	2·242	—
3in × 3yd 5003T	1·185dz	—	0·14	—	raggedy plus frost	—	—	0·65	$\frac{1}{16}$ in	2·599	—
4in × 3yd 5004T	1·48dz	—	0·17½	—	lipstick super sheer	—	—	—	semi-compressed	—	—
6in × 3yd 5006T	1·86dz	—	0·22	—	<b>Sedaparsantin</b> (145 B)†s4A				spreads	—	—
<b>Hanson</b> (822 McEwan) existing entry				D	tablets	20	0·47	0·17	36 × 18 × $\frac{1}{16}$ in	1·395	—
<b>Hanson</b> (1600 NM)				I	200	3·73	1·37	6·96½	$\frac{1}{16}$ in	2·00	—
scales SK65	—	—	1·95	—	<b>Si Senor</b> (317 CS)				$\frac{1}{16}$ in	2·624	—
SK9422	—	—	2·25	—	after shave	—	—	—	$\frac{1}{16}$ in	3·314	—
SK988	—	—	2·45	—	men's cologne 105cc	0·85	0·47	1·95	unsprayed	—	—
SK940	—	—	2·95	—	<b>Sleek</b> (1155 S&N)	1·07	0·648	2·48	36 × 18 × $\frac{1}{16}$ in	1·109	—
SK105	—	—	3·95	—	waterproof plastic	—	—	—	$\frac{1}{16}$ in	1·712	—
happy line SK705/06/	—	—	2·95	—	adhesive strapping	—	—	—	$\frac{1}{16}$ in	2·339	—
07/08/09/10	—	—	2·95	—	BPC	—	—	—	$\frac{1}{16}$ in	3·028	—
<b>Harmogen</b> (2 Abbott)†s4B				●	1 in × 2½ yd SK12X	0·805dz	—	0·09½	surgical spread	—	—
tablets 100	3·00	—	—	—	1 in × 5 yd SK15	1·395dz	—	0·16½	4 × 3½ × $\frac{1}{16}$ in	0·944dz	—
<b>Ichthopaste</b> (1155 S&N)				A	2 in × 5 yd SK25	2·285dz	—	0·27	4 × 3 × $\frac{1}{16}$ in	0·944dz	—
zinc and ichthammol	—	—	—	—	3 in × 5 yd SK35	3·09dz	—	0·36½	3 × 3 × $\frac{1}{16}$ in	0·944dz	—
bandage BPC 3½ in × 6yd	—	—	—	—					6 × 6 × $\frac{1}{16}$ in	1·887dz	—
2506	2·37dz	—	0·28	—					6 × 4½ × $\frac{1}{16}$ in	1·887dz	—
<b>Jelonet</b> (1155 S&N)				A					4 × 4½ × $\frac{1}{16}$ in	1·887dz	—
paraffin gauze dressing BPC	—	—	—	—					unsprayed	—	—
36 × 3½ × 3½ in interleaved	—	—	—	—					4 × 3 × $\frac{7}{16}$ in	0·759dz	—
J1	3·30dz	—	0·39	—					$\frac{1}{16}$ in × 1 yd	0·384dz	—
J2	4·905dz	—	0·58	—					$\frac{1}{16}$ in × 3½ yd	0·877dz	—
J4	3·13dz	—	0·37	—					$\frac{1}{16}$ in × 5 yd	1·138dz	—
J6	1·86dz	—	0·22	—					$\frac{1}{16}$ in × 10 yd	1·69dz	—
J7	5·835dz	—	0·69	—					1 in × 1 yd	0·538dz	—
<b>Jergens</b> (261 Christy)				D					1 in × 3½ yd	1·228dz	—
6oz	—	—	—	I					1 in × 5 yd	1·69dz	—
<b>Joyel</b> (317CS)				—					1 in × 10 yd	2·662dz	—
Cologne	1½ oz	0·72	0·395	1·32					2 in × 5 yd	2·851dz	—
3½ oz	1·32	0·725	3·00	—					2 in × 10 yd	4·51dz	—
perfume	17oz	0·72	0·395	1·62					3 in × 5 yd	3·85dz	—
½ oz	1·38	0·76	3·12	—					3 in × 10 yd	6·261dz	—
½ oz	2·20	1·21	5·00	—					4 in × 5 yd	4·538dz	—
<b>Kodak</b> (711 Kodak)				—					4 in × 10 yd	8·055dz	—
Instamatic colour outfit	—	—	—	—					<b>Tenuate</b> (838 Merrell)†s4B		
133X	4·49	2·35	9·11	A					tablets 25mg 30	0·24	—
233X	6·64	3·53	13·60	—					<b>Triptafen Forte</b> (34 A&H)		
<b>Kolanticon</b> (838 Merrell)				●					suspension	—	—
wafers 100	0·94	—	—	—					150 ml size	—	—
<b>Kolantyl</b> (838 Merrell)				D					<b>Twintisee</b> (86 Barclay)		
tablets packs of 240	—	—	—	—					pregnancy test	0·83	—
<b>Leichner</b> (749 Leichner)				●					single	1·45	—
nail gloss	—	—	0·30	—					double	—	1·20
<b>Lignostab</b> (147 Boots)				—					<b>Vasculit</b> (145 B)		
cartridges 2·2ml	—	—	—	I					drops 1% 20g	0·29	—
box of 500	8·82	—	—	—					tablets 12·5 mg 50	0·38	—
<b>Lignostab-A '100'</b> (147 Boots)†s4B				—					250	1·60	—
cartridges 2·2ml	—	—	—	—					500	2·88	—
box of 500	8·82	—	—	I					<b>Victory V</b> (116 BFS)		
<b>Lignostab-N</b> (147 Boots)†s4B				—					(distributors 261 Christy)		
cartridges 2·2ml	—	—	—	—					gums and lozenges	0·41dz	0·15dz
box of 500	8·82	—	—	I					5 lb	1·39	0·51
<b>Maderas de Oriente</b> (317 CS)				I					<b>Villescon</b> (145 B)†s4B		
lotion	0·18	0·10	0·42	—					liquid 150 ml	0·38	—
soap	2·08dz	0·76dz	0·35	—					1 l	1·99	—
large bath	3·60dz	1·32dz	0·60	—					tablets 20	0·35	—
<b>Maja</b> (317 CS)				I					200	3·05	—
gel	0·66	0·365	1·35	I					<b>Viscopaste</b> (1155 S&N)		
<b>Merocet</b> (838 Merrell)				—					zinc paste bandage	—	—
solution 100ml	0·12	—	0·18	●					B.P.C.	—	—
4oz	—	—	—	D					3½ in × 6 yd 2006	2·37dz	—
<b>Minalka</b> (255 Chembro)				A					PB7 3½ in × 6 yd	—	—
diet supplement tablets	—	—	—	—					2006A	2·37dz	—
360	19·44	6·96	1·50	—					<b>Woodwards</b> (1346 Woodward)		
(2dz)	(2dz)	(2dz)	—	—					baby wipes	2·04	0·75
<b>Nonad tulle</b> (34 A&H)				D					(2dz)	(2dz)	0·14
4in × 8yd strip	—	—	—	—					<b>Zepto</b> (261 Christy)		
<b>Paragon</b> (1155 S & N)				A					<b>Zoff</b> (1155 S&N)		
zinc oxide plaster	—	—	—	—					plaster remover 50 ml	—	—
½ in × 1 yd	0·395dz	—	—	—					909	4·656dz	—
1 in × 1 yd	0·535dz	—	—	—							0·5
½ in × 3½ yd	0·90dz	—	—	—					<b>AMENDMENTS TO KEY TO SUPPLIES</b>		
1 in × 3½ yd	1·255dz	—	—	—					950 Pegar=Pepp Products Ltd, 109 Portland Str		
½ in × 5 yd	1·18dz	—	—	—					Manchester, EN10 0ND. 061-236 9013.		
1 in × 5 yd	1·72dz	—	—	—					972 Pharmax=Pharmax Ltd, Bourne Road, Bex		
2 in × 5 yd	2·90dz	—	—	—					Kent, Crayford 26551.		
3 in × 5 yd	3·945dz	—	—	—					1600 NM=Northern Marketing, Vine Mill, Roy		
½ in × 10 yd	1·72dz	—	—	—					Oldham, Lancs. 061-652 1211.		
1 in × 10 yd	2·72dz	—	—	—					1601 Ayerst=Ayerst Laboratories Ltd, Forge Co		
				—					Yateley, Camberley, Surrey. Yateley 2021.		

## POISONS RULES

All preparations containing amphetamines are now also included in Schedule 1 in addition to the Fourth Schedule



Most women think sanitary towels are made of cotton wool, but the truth is, they're not.

All the leading brands except Silcot contain a proportion of cellulose, which simply isn't as gentle or as comfortable as soft, silky natural cotton wool.

That's why Silcot sanitary towels, as well as being completely free from cellulose, contain a far higher proportion of cotton wool than any other leading brand.

For maximum comfort, Silcot sanitary towels contain 80% natural cotton wool, blended with rayon for optimum absorbency.

Frequent colour advertisements in Honey, 19, Petticoat, Jackie, Hers, Rave and Fabulous 208 are telling 5½ million girls in their teens and twenties about Silcot's extra softness.

Which is why more and more of them are switching to Silcot every month.

By stocking Silcot you not only benefit from the highest profit margins in the trade; you earn *extra* high profits because we're helping to increase your Silcot turnover too.

Be sure to display the Silcot packs prominently – special point of sale material is yours for the asking.

**Silcot is a product with tangible consumer benefits.**

**Macdonald Top Terms plus extensive advertising promotion mean Silcot has very profitable benefits for chemists too.**



**MACDONALD OF MANCHESTER**

Portland Mill, Ashton-under-Lyne, Lancs. Tel 061-330 4422, London Office 01-734 9818  
Member of the Wellcome Group of Companies





## Mallory would hate to disappoint anybody.

When Mallory pioneered the miniature power cell they made a lot of people happy.

The miniature hearing aid, which followed closely on the heels of Mallory's development, quickly became the most popular kind.

Mallory could have sat back and left it at that.

But as long as people continue to wear different kinds of hearing aid Mallory will continue to make batteries to power them.

Which explains why Mallory

make more different kinds of hearing aid battery than anyone else.

Whoever said "you can't please all the people all the time" was just looking for excuses.

MALLORY BATTERIES LIMITED, Gatwick Road, Crawley, Sussex.

**MALLORY DURACELL®**



# COMMENT

## Complete answer?

It is the inalienable right of every citizen in Britain to have access to a pharmaceutical service, but in far too many areas, be they remote or merely underpopulated, such access is at present denied.

Mr R. Mackay's report to the Pharmaceutical Society's Scottish Department on the successful operation of part-time pharmacies and prescription collection and delivery services (p 50) is therefore most welcome. In it may be seen the forging of the key to the rural areas problem and perhaps the complete answer to the expanding town or housing estate not yet able to support its own full-time pharmacy.

The only argument in the dispensing doctor's case that could never be effectively countered by the pharmaceutical profession, was that the doctor offered a service the pharmacist was unable or unwilling to provide. The reason is that, until now, it has been difficult to provide chapter and verse on just how pharmacy could economically shoulder its own responsibilities to the advantage of patient and doctor. But in Scotland, good inter-professional co-operation has shown that problems can be overcome, and there are now in operation 10 collection and delivery services and four part-time pharmacies.

Of the two, the part-time pharmacy is obviously to be preferred, for the public thereby has direct access to the pharmacist. But it is apparent from the case-histories provided by Mr Mackay that this kind of service depends upon the success of the non-pharmaceutical counter trade when the pharmacy itself is not in operation.

## Medicine sales anomaly

There is an anomaly here in that the part-time pharmacy is unable to sell medicines when the pharmacist is absent — even though the same product may be available at the grocer's or post office next door. The logic for this situation is that the customer purchasing a medicine from a pharmacy is presumed to expect professional judgment to be exercised when the sale is made.

Nevertheless, there should be some means of making special provision for the part-time pharmacy. Such premises are certain to be left in the charge of persons the pharmacist can trust to act with discretion, and professional advice is available at the end of the telephone if either the assistant or the customer is in doubt. A notice to that effect might even be displayed.

Without question, however, it must be made possible

for the part-time pharmacy to sell general-sale list medicines, when these become known. The rationale for such a list can only be that the products on it may be bought safely on the customer's own motivation, and that under no circumstances are any warnings necessary, other than those carried on the label. With such products the part-time pharmacy cannot be denied its right to trade — particularly when that trade is supporting a valuable public service.

## Easily said . . .

See that your customers benefit from the halving of selective employment tax, Mr Anthony Barber, Chancellor of the Exchequer, said to retailers at the weekend. Would that they could, Mr Barber, for the retailers themselves would benefit greatly from the sales stimulus.

Unfortunately, things have been taken out of the retailers' hands by extensive price increases announced recently by many manufacturers and distributors. Well over 1,100 individual rises have been notified to the *C&D* Quarterly Price List in the past three weeks alone—not exactly what the Prime Minister had in mind when he described the tax cut as “a real and direct help to everyone who goes out shopping.”

Once again the independent retailer is caught in a nutcracker. On the one hand his suppliers raise their prices and his overhead costs increase, on the other Government Ministers tell his customers to look for price cuts—and to regard him as a profiteer if he does not make them.

Some multiples have already made capital out of the budget announcement—Boots claim to have reduced the prices of 233 lines immediately. But for the independent, such “gestures” of philanthropy are more difficult.

Mr Barber's next master stroke—if we are to believe the pundits—is a reduction in purchase tax by use of the 10 per cent “regulator.” This is another way in which retailers will be expected to finance Government policy, for no-one wants to pay the “old” price when the tax goes down.

All of us, retailer and customer alike, want taxes on goods to be as low as possible. But traders would be more willing to support a Government that did not so openly use them as a springboard. As for manufacturers who are so boldly putting up prices at this “opportune” moment, we might suggest that any savings the retailer can pass on to the customer should be given on those lines that have not been put up. The savings will appear more real.

## BUSINESS Q & A

*As pharmacist/manager I have been employed by a private company over a period of about 13 years. Prior to my appointment I received a letter from the then general manager stating that all managers of their pharmacies were insured for about £100 per year which came to a nice sum upon reaching pensionable age. Now*

*the firm has sold out and a new employer taken over who has completely new ideas about running the business. The original company paid all the superannuation. Does this mean that if I do not continue with the company until 65 I lose everything?*

There is insufficient data to be precise about this, but it would appear that you have been the subject of pension arrangements based on the life endowment policy method. In this event the position on early retirement would depend upon the actual policy,

but probably if you ceased to work the policy would be paid up and assigned to you. The proceeds could be used to purchase an annuity at a reduced level. You should seek clarification from your employer or from the insurance company concerned.

*Can a payment for life insurance for a director be charged against profits?*

Yes, if it can be said that the continuance of the director's life is a material factor in earning the profits. Any sums received are of course treated as taxable receipts.



# FIRST AID: WHERE THE CHEMIST'S AUTHORITY PAYS

by A. F. L. Deeson, MA, PhD, DSc

In general terms, the first aid market can be split up into first aid dressings; products such as creams, lotions and antiseptics; and first aid kits.

Of the first category, self-adhesive dressings are shown by a recent independent market survey on a wide variety of chemists' products to produce more profit than any others, giving a gross of 33.7 per cent—or net, with handling cost deducted, of 28.2 per cent.

Admittedly, the market for this type of dressing is not very large (about £2½ million per year) and it is more or less static, but in spite of the inroads made by supermarkets and multiple grocers, about 60-65 per cent of a profitable market is still in the chemists' hands, and if it is as profitable as the figures above indicate, it is worth a little trouble.

It is a curious fact that while the American household buys at least four or five packets of adhesive dressings a year the British counterpart buys only 1.6. Whatever the implications of that (are the Americans more accident prone, more lavish with their initial plastering, do they waste dressings by misuse, or change their plasters more frequently?) there is no doubt that in this country too few households keep planned stocks in anticipation of accidents, and most purchasing is impulse buying.

## Good presentation

Modern packs for self-adhesive dressings are very attractive and to promote business the chemist can hardly do better than use the display stands offered by manufacturers.

There are two basic types of adhesive

first aid dressings: fabric and plastic backed. There are also two dominant manufacturers: Smith & Nephew, with the Elastoplast range (65 per cent of the total market) and Johnson & Johnson with Band-Aid (32 per cent). The other 3 per cent is shared by Germolene Medicated Plasters (Beechams); Emergoplast (Boots); Adaptoplast (Cuxson, Gerrard); Zopla and Helzia (Leslies).

Cuxson, Gerrard may be the oldest company in the business. One of the founders, Mr A. W. Gerrard, developed a plaster spreading machine nearly 100 years ago and so, in due course, Sanoplast was introduced, later replaced by the current Adaptoplast range.

Today, however, Cuxson, Gerrard are best known for their specialised dressings: Carnation Corn Caps were introduced about 1930 and still lead the field; their

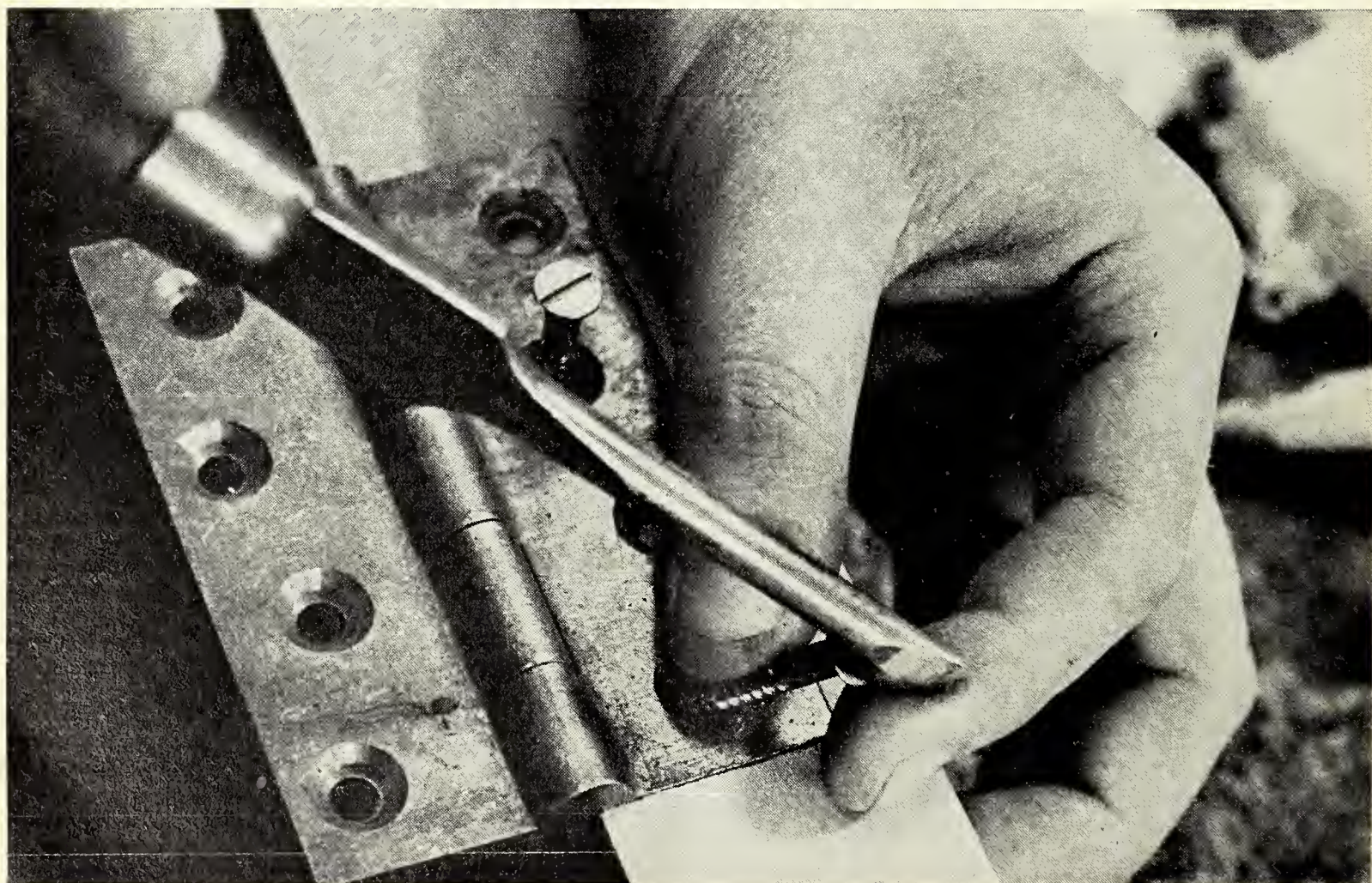


Illustration by courtesy of Allen & Hanbury (Acriflex)



boil treatment plasters are also still popular and more recently they have introduced Vericaps for the treatment of warts and verrucae.

For three or four years Band-Aid was making considerable inroads into the Elastoplast market, then based on the traditional fabric-backed dressing. Then Smith & Nephew introduced a new Elastoplast product, Airstrip, a lattice-backed microporous material which allows wounds to breathe. Today there are five Elastoplast brands: Stretch Fabric, Waterproof, Washable Ventilated, Invisible and Airstrip.

Until last year Johnson & Johnson had three types of Band-Aid — Sheer (an "invisible"), plastic and fabric.

In 1970 *Retail Business* estimated that 28 per cent of all adhesive first aid dressings sold are fabric while the remainder is made up of the various waterproof or washable/ventilated plasters. Airstrip alone has almost one third of the total market.

### Advertising support

The two major companies support their products well with advertising and their expenditure is high when related to the size of the market: in total it is around £400,000 a year. Both use Press and television. The only other consumer advertiser of note is Germolene, entirely confined to the Press.

For impulse selling, packaging is of prime importance and the manufacturers have put a good deal of thought into their packs. Johnson & Johnson redesigned theirs in 1969 and Smith & Nephew have introduced the valuable concept of product differentiation. Thus Airstrip is waterproof and lets the wound breathe; Stretch Fabric offers cushioning for a sore or bruised wound; waterproof plasters protect against water, oil, dirt and grease and Washable Ventilated claims quicker healing with good adherence in water. Invisible plasters blend with the skin.

Both major manufacturers provide attractive counter and floor display stands which, correctly positioned, can increase sales considerably. Cuxson, Gerrard have counter display units. It is also worth noting sale-boosting campaigns: for example, last year Smith & Nephew offered 100 Raleigh cycles and 500 Ilford Super 100 cameras as the prizes in their "Great Adventure Competition for Children."

In May this year Johnson & Johnson ran a consumer competition with a first prize of a holiday in Bermuda for two; they also have a current incentive scheme for chemists only with a Bermuda holiday and during the summer there is a banded pack offer of a free J.Cloth on the medium assorted tin of Band-Aid plasters.

The main purchaser of first aid dressings seems to be the mother with children of 3-15 years; sales are steady throughout the year but show a slight upward trend in the summer.

Although no figures are available, kits are a relatively small market for the chemist. But, depending on district, there is a certain level of sales to enterprising households, industrial premises, offices and shops and to motorists. Again the major

manufacturers are Smith & Nephew and Johnson & Johnson. Smith & Nephew in particular have a very wide range. If motorists' kits are displayed they are said to sell well around Christmas as gifts and Smith & Nephew have a very attractive pack for this particular market.

The creams, lotions and antiseptics market is difficult to define because in the case of the liquids it is sometimes hard to draw the line between personal antiseptics and those used as household disinfectants. Dettol is a case in point and probably leads over TCP and Milton, but is used widely as a household disinfectant. Milton is in fact sold as a teat steriliser but it would seem that many people use it for surgical purposes.

No authoritative figures are available and market estimates for creams, lotions and antiseptics are variously given as anything between £2½ million-£5 million a year at retail prices: probably the latter figure is more realistic if products such as Dettol are included.

Of liquid antiseptics, chemists have about 47 per cent of the market as against 53 per cent for supermarkets and grocers, but this percentage differs widely from product to product. Thus Dettol is a "grocers' product" while TCP and Milton are chemists'. Overall, in this market, chemists have excellent opportunities to use their experience and qualifications to make authoritative recommendations.

Among liquid antiseptics, TCP is believed to be the leader of those sold through chemists — about 34.4 per cent of sales. Dettol follows with nearly 24 per cent; liquid Savlon with 9.2 per cent and Listerine with 4.2 per cent.

### Antiseptic creams

Of the antiseptic creams, Savlon is undoubtedly the brand leader and deserves special support because it is the only product in the market which is confined to chemists.

It also has the widest user profile as a general purpose antiseptic, in contrast to products such as Valderma for spots and pimples and Acriflex for burns. This year Savlon is being promoted as "a first aid post in a tube."

Germolene ranks second in sales of antiseptic creams. A new addition to the Beecham range is Germolene New Skin, a colourless liquid coating intended for direct application to minor skin injuries where it is impracticable or unsightly to apply a dressing.

Advertising support is considerable in relation to the size of the market and most manufacturers offer display material. As with dressings, the main purchasers of creams, lotions and liquid antiseptics are women with young children.

Admittedly these products are difficult to display attractively and there is probably more planned and less impulse buying than is the case with self-adhesive dressings, but it is important to maintain adequate stocks of the brand leaders to avoid lost sales.

The chemist's main strength is his ability to make authoritative recommendations of the product most suitable for a specific requirement.

## BOOKS

**Index Nominum 1970/71.** 6th Ed. Editors: H. P. Jasperson and A. Kriesi. *The Swiss Pharmaceutical Society*, 8050 Zürich, Binzmühlestrasse 40. 9 x 6 in. Pp 1159. Sw Frs 125.

In this index the reader will find a list of pharmaceutical synonyms based on international non-proprietary names recommended by the World Health Organisation. The publication aims to help the reader to find his way through the manifold denominations applied to today's therapeutically active compounds.

Where there is no internationally recommended name for a substance the editors have chosen a national approved name as the key word for an entry and have indicated its source. Thus only one alphabetical list need be consulted. The design of the volume also means that only one cross-reference has to be turned up to find the main entry.

For the first time, in this edition, distinction is made between pharmacopoeial titles and generic names. Also listed are chemical names, structural formulae, therapeutic classifications and registered trade names. New substances published for the first time in this edition and their synonyms are marked by a point to draw attention to them.

Although the text is in French, a minimum of language ability is required to follow the tabular presentation. A particularly useful feature is the inclusion of proprietary names from a wide cross-section of countries, making the Index a valuable source-book for manufacturers' libraries and those in the export-import business. Mixtures of drugs are generally not included, however.

**Manual on radiation dosimetry.** N. W. Holme and R. J. Berry. *Marcel Dekker Ltd*, 14 Crawford Rise, Maidenhead, Berks. 9 x 6 in. Pp xvi plus 450. £11.65.

An introduction to the basic concepts and principles of radiation dosimetry together with an account of 20 specific procedures for scientists, technicians and plant operators.

**Selection of oxidants in synthesis** L. J. Chinn. *Marcel Dekker Ltd*, 14 Crawford Rise, Maidenhead, Berks. 9 x 6 in. Pp viii plus 191. £5.95.

A discussion of oxidising agents used in organic synthesis, the conditions under which they are best employed and the stereochemical course of the reaction. The oxidants are classified according to the type of reaction being undertaken.

**Ionising solvents.** J. Jander and Ch. Lafrenz. *John Wiley & Sons Ltd.*, Baffins Lane, Chichester, Sussex. 8½ x 5½ in. Pp xii plus 202. Soft cover £3.

A further volume in the "Chemical Topics" series. Provides an introduction to chemistry in water like ionising solvents, for advanced students and also has the aim of stimulating further study in the field.



# Reducing the impact of death duty

by Peter Miller

One of the changes in this year's Budget was in the legislation on estate duty, which is charged at death on the value of all cash, property, investments, etc, held at the time, less debts incurred prior to death, loans outstanding at the time of death etc.

In 1969, the starting level for estate duty was raised to £10,000, with the result that all estates worth less than this at death escaped estate duty altogether. In this year's Budget, the limit was raised to £12,500. In practice, this may simply have allowed for inflation since 1969.

Although £12,500 may seem a high figure, probably many readers are worth more than that figure now. Furthermore, it may be a number of years before there is another upward adjustment in the limit. Thus estate duty is likely to affect an increasing number of people in the future.

Unless adequate provision is made for estate duty well in advance, it could mean that it would be necessary to sell the business at your death.

## Scale of Levy

The present scale of duty provides for duty of 25 per cent to be levied on the first £5,000 of an estate over and above the initial £12,500, with harsher rates applying for higher slices of an estate.

There have been plenty of occasions in the past when insurance brokers have referred to estate duty as being a "voluntary tax." They have advertised ways in which its impact could be reduced.

At one time, there were a variety of perfectly legal ways in which, by using some ingenuity, it was possible to make arrangements to avoid all or a great deal of the duty that would be payable at death.

The 1968 Finance Act had the effect of stopping up many of the legal loopholes which had previously existed in the estate duty legislation.

Nevertheless, there are still a number of quite legitimate ways of achieving this end. Perhaps the chief point to bear in mind about them is that they should be started as early as possible.

One of the most straightforward arrangements for mitigating estate duty is simply to make over shares in the business to a son or whoever else will follow on. Nevertheless, there are various rules and regulations to be observed so far as this is concerned.

Even before the 1968 Finance Act, this did not automatically absolve gifts from

being assessed for duty, apart from gifts to any one person totalling not more than £500, gifts made in consideration of marriage, and certain other exceptions of a relatively unimportant nature.

Before the 1968 Finance Act, if death occurred within five years of the gift being made, either the whole or a proportion of the gift was clawed back into the estate for the purpose of calculating the duty. This meant that anyone who had been given shares, cash, etc was obliged to pay the duty even though the gift had been made some years previously.

There was a concession, so that, in the event of death during the third, fourth or fifth years after the gift, the full rate did not apply. The 1968 Finance Act made the position worse, with the result that, now, gifts, in whole or in part, are taken into account for duty purposes if they were made within seven years of death.

Nevertheless, certain reductions are allowed. For instance, a reduction of 15 per cent applies in the event of death in the fifth year, 30 per cent if death occurs in the sixth year, and 60 per cent in the case of death in the seventh year, which is the final year before the gift is completely free from duty. While there is no doubt that it is a good plan to make gifts well in advance, so as to reduce the amount of estate duty which will be payable at death, one is running certain risks.

The first main risk from this course is that one could die prematurely during the seven-year period. In this case, there might be no saving in duty by making the gift.

## Increased period

Secondly, there is the risk that, in the same way that the five-year waiting period was increased to seven years, so the current seven-year period may be increased—perhaps to ten years, or even longer, at some time in the future.

One way in which one can more or less avoid these difficulties is by taking out life assurance cover for the period during which the gift could be clawed back into the estate for duty purposes.

For instance, those to whom the gifts are made, or to whom the property or shares are made over (and thus who stand the risk of having to pay duty) should arrange short-term life assurance cover on the life of whoever is divesting himself of capital.

Although this is a useful facility, it does

not guarantee that the full cost of the duty will be met. That is a virtual impossibility, since the amount involved is likely to rise in the future, due to the general effect of inflation. Nevertheless, it is generally thought that a policy along these lines should be taken out for the amount of duty which it is estimated would be payable on the gifts if death should occur immediately.

Although arrangements can be made for the life assurance cover to reduce after the first four years, generally it is unwise to adopt this course—even though it will result in a saving of premium. This is because, almost certainly, by the end of the first four years, the potential duty will be higher than the life cover available at the time.

Mention was made of the possibility that the existing seven-year "waiting period" could be extended at some time in the future. It is possible to make provision for this. One can pay an extra premium each year, in return for which the insurers will give the option that, in the event of the period being prolonged, the policy can be extended beyond its original expiry date, even though there may have been a deterioration in the health of the person whose life has been insured.

Although that is one of the accepted methods of mitigating the effect of estate duty, unfortunately, it may not be practical to give away as much as one would like. In this case, it will be necessary to adopt an alternative method. Actually, there is much to be said for using such an alternative as well as making gifts in those cases where there will still be an estate duty liability.

## Building a fund

Probably the best arrangement is to build up a fund, by means of life assurance, which, at death, will be quite free from one's main estate for the purpose of estate duty.

Almost certainly, the best method of achieving this is by arranging a whole life policy (under which the benefits are payable only at death) under the terms of the Married Women's Property Act, for securing absolute benefit of one's wife or children.

One effect of the 1968 Finance Act is that, in some cases, the full chargeable amount under such a policy will be added to the one's main estate. Nevertheless, there are still a number of exemptions, and it should be possible to qualify under them where a *bona fide* whole life policy is taken out.

As an example, there will be exemption from duty in respect of benefits under a MWPA policy secured by premiums paid by way of gift, if it can be shown to the satisfaction of the Inland Revenue, after death, that the payment of the premium on the policy was part of one's normal expenditure.

Apart from that, it will be necessary for it to be shown to the authorities that all gifts were made out of income and that, after allowing for all gifts forming part of one's normal expenditure, one was left



with sufficient income to maintain one's usual standard of living.

These conditions were made principally so as to catch those with very large amounts of capital. In view of this, it is generally considered that the Inland Revenue will apply the conditions in a reasonable manner. As a result, the benefits from the majority of straightforward *bona fide* life assurance policies should be free from duty at death.

It is best for the whole life policy to be arranged on a "with profits" basis. This means that it will share in the profits of the life office, and to some extent this will help the fund to keep pace with the increase in the value of the estate which can be expected, in view of the present inflation.

### A drawback

A practical drawback in the normal course of events is that premiums may have to continue to be paid until death. Nevertheless, there is a way round this, by using the unique reduction of premium system operated by the old established mutual office, the London Life Association. The unusual feature about this particular contract is that the profits start to be distributed in the form of cash allocations when the ninth annual premium is due.

Because it is anticipated that, at first, the cash allocations will be applied to paying the premium, they are expressed as a percentage of the annual premium. There is, however, considerable flexibility, since the allocations can be taken in cash at any time, or they can be left to accumulate with the sum assured, at interest. It is difficult to forecast results which depend on future profits.

### Market influence

Nevertheless, it is generally considered that, provided there is no serious check in the long-term growth of ordinary shares on the Stock Exchange, nor any drastic fall in the market rates of interest, if the first allocation (in the ninth year) is used to pay part of the premium, only about 18 per cent of it may have to be paid in cash.

On this basis, the amount which will have to be paid in cash towards the premium in the tenth year will be reduced to 9 per cent. Incidentally, during both these years, the statutory relief of income tax can be claimed in respect of the full amount of the premium.

In the eleventh year, the premium should be extinguished altogether. From then onwards, further allocations made by the office can be taken in cash by the beneficiary on a tax-free basis (and they should increase in amount each year). Or they can be allowed to accumulate with the sum assured at a worth while net rate of interest.

This, therefore, is not only a method for building up a fund to meet estate duty whenever it may be due, by paying premiums only over a comparatively short period. In addition, if necessary, an increasing annuity can be obtained for one's wife on a tax-free basis during retirement.

# LETTERS

## Contract out?

How much longer is the pharmacist proprietor expected to put up with the existing so-called contract of service and a system of remuneration which assesses our rightful payment on an average of our overheads, labour and dispensing costs, together with a profit, so that if one dispenses 2,053 prescriptions a month one is alleged to receive a fair remuneration?

Using this system as the yardstick it is obvious that:

- ☐ Those dispensing less than 2,053 per month are underpaid.
- ☐ Those dispensing more than 2,053 per month are overpaid.

The time has surely come for all contractors dispensing less than 2,053 prescriptions a month to realise two main facts: (1) They are in an absolute majority numerically, and (2) That without their co-operation the pharmaceutical service of the NHS will collapse.

Now is the time to say we will cease to co-operate and force a new contract out of the Department of Health: one which recognises the worth of each contractor as an individual, not as an average number, and, also makes a standard payment to cover his overhead costs.

F. B. Fawcett,  
New Ferry Cheshire

## Bad policy

I recently sent the following letter to the Central NHS Committee (I have hesitated to pass it on to you, but feel so strongly that I must make a protest):

"I am amazed that your committee has at this juncture agreed to consider handling prepayment certificates for prescriptions. I have always understood that part of our objection to the cost-related scheme was concerned with the time involved. It seems, however, that we can find time to operate this part of the exemption scheme.

"Placing myself in the position of Devil's Advocate, I can imagine the officials of the Department of Health & Social Security saying to Sir Keith Joseph . . . 'these people make a song and dance about difficulties but they can sing a different song when they see a chance of putting £3-plus in their tills.' I can only see that this will reduce the strength of our opposition.

"In fairness, I must admit that I can see some advantages—but I must stress that at this time we surely dare not show any indication to the Department of willingness to collaborate in soaking the sick."

The reply I have received from the secretary of the Committee includes the phrase "reduce the decrease in the number of prescriptions," and this is of course how the Department of Health will regard it.

Logically, the next step is for the Department to say, as in my original letter, "these people are mainly concerned with their tills," and thus they can operate a scheme which is time-consuming. How much more administrative work will therefore be loaded on to us?

In my view we should not co-operate with the Department while there is any chance at all of a cost-related scheme. There is little to be lost by being "bloody-minded" for a while, and a great deal to be gained.

Incidentally, I would have thought that the Committee might be acting *ultra vires*, in that they were instructed to have no truck with a cost-related scheme, and this might be said to be aiding and comforting the Department of Health . . . the enemies of pharmacy.

M. E. James  
Canvey Island

## Giving warning

How right is E. C. Tenner in his column "Minuted Minutiae"! Manufacturers seem to think the pharmacist is a "clot," best to be left alone as he cannot read. E. C. Tenner's article should help to improve things.

P. J. O'Brien,  
Dublin

## Meaty stuff !

This may be an unusual request: I have been using your *Quarterly Price List* for many years and find it most useful in pricing goods and scripts.

Tonight I have been pricing scripts at home and had my Price List in its folder on the floor beside me. The 'phone rang and I went to answer it — but while I was out of the room my dog decided to assist me and tried to "digest" my QPL. Needless to say it is now a complete shambles.

I would, therefore, be obliged if you could let me have another copy, along with folder, by return post and enclose invoice for same — and I shall in future muzzle my dog.

Once Bitten

Another copy has been sent — Editor.

# SPORT

### Golf

**Manchester & District Pharmaceutical Golfing Society.** The match played at Shaw Hill Golf Club on June 16 for the Robinson Trophy was won by Dr Reynolds. Runner-up was Dr Sandler.

**Irish Chemists' Golfing Association and Ulster Chemists' Golfing Association.** The Southerners won the annual joint meeting over Dundalk on June 23 by 4-2.

### Bowls

**Ulster Chemists' Bowling Association.** The annual wholesale v retail match took place on June 4 at Jordanstown green, co Antrim. After eight successive defeats the retailers had a welcome victory by seven shots. *Skips and scores:* Retail: J. McKee 19, R. Wilson 19, S. Magowan 18, C. Ritchie 14, total 70; Wholesale: S. McIlroy 14, A. Steen 13, W. McNally 13, W. W. Dinnen 23, total 63.



# PROFESSIONAL NEWS

Pharmaceutical Society  
Scottish Department

## Low-population pharmacy services 'in action'

Prescription collection and delivery services, and part-time pharmacies *can* be made to work in areas unable to support a full-time pharmaceutical service. That message was given to last month's annual meeting of members of the Pharmaceutical Society resident in Scotland. Mr R. Mackay, in presenting a review of experimental pharmaceutical services set up in Scotland since 1963, said that 15 collection and delivery services had been set up, but only 10 survived.

The earliest attempt at an official collection and delivery service was at Doune, and it was encouraging. When the sole pharmacy in Doune closed it was arranged that prescriptions be collected at an ironmonger's shop. A locked wooden box is kept on the counter into which patients "post" their prescriptions. The box is taken by bus about midday to one of the two pharmacies in Dunblane (operating a rota), about four miles away.

The dispensed medicines, wrapped up and marked with the patients' names and addresses, are returned in the box, again by bus. The charge for the prescription, if any, is marked by the pharmacist on the outside of the package, and is collected by the shopkeeper at Doune. Notices relating to the service are exhibited at collection points and at doctors' consulting rooms.

### Doctor's co-operation

At Salsburgh, the doctor's surgery is used as the collection and distribution point; the prescriptions are dispensed at Newmains and the pharmacist supplies his own van for the service. One of the pharmacist's assistants takes the dispensed medicines to the surgery in the afternoon, waits for three-quarters of an hour to give out the medicines to the persons named on the parcel and collects any charges or obtains signatures on the prescription forms.

If the patient does not collect the medicine within the time, the parcel is locked away until next day, unless the patient has previously advised the doctor that he will not be able to attend. In that case the doctor retains the medicine and the patient collects it when he can.

The Scottish Home and Health Department agreed in January that Executive Councils may reimburse pharmacists for the transport costs involved in operating a collection and delivery service. However, Mr Mackay suggested that collection and delivery services were more useful for an ageing village than for a New Town, when urgent medicines might be required for children.

Turning to part-time pharmacies. Mr Mackay defined them as premises which are open for the whole of the working day, but which are so laid out that the part containing medicines and the dispensary can be locked in the absence of the pharmacist, and the key retained by the pharmacist.

Qualified supervision is exercised and prescriptions are dispensed for only part of the day. At other times, when there is only unqualified assistance the business must be restricted to the sale of commodities such as baby-foods, cosmetics and photographic materials.

"This introduces a difficulty. As you all know, as the law stands at present, any ordinary shopkeeper may sell any medicine provided it is not a Part 1 poison or controlled by the Therapeutic Substances Act. But the law does not regard a pharmacist as an ordinary shopkeeper in this respect. The 1933 Pharmacy & Poisons Act says that the retail sale of drugs in a pharmacy must be under the personal control of a pharmacist.

"It is of course difficult to make the public understand that at certain times of the day they may have to buy medicines from the neighbouring grocery rather than from the part-time pharmacy."

A part-time pharmacy was established in September 1970 at Livingston Station by Mr W. F. Stewart of Bathgate. The population is around 2,300; there are no resident doctors, but a group from the neighbouring town of Blackburn consults daily from 9 am to 10.30 am, except Saturday. A full pharmaceutical service is provided at the pharmacy between 9 am and 1 pm Monday to Friday. From 2 pm to 5.30 pm, and all day Saturday, dispensing and sales of medicines do not take place, but the public can obtain baby foods and cosmetics. Part 2 poisons may also be sold, since the premises are a registered pharmacy and qualified supervision is not required for these articles. A pharmacist is employed part time.

### Premises divided

The premises are designed so that when shutters on the medicines counter are closed and the dispensary door locked, there is no access to this part of the building, but an unqualified assistant can still serve in the remainder. "I am told that the public appreciates the service given and has supported the non-pharmaceutical side very well."

Another part-time pharmacy is conducted by Mr Gavin Clyde at Coylton in Ayrshire. Doctors consult in Coylton on Monday, Wednesday and Thursday, 5 to 6 pm, which means that a collection and delivery service on the same day would be impossible. Mr Clyde laid out a part-time pharmacy on similar lines as the one already described. He closes his main pharmacy at Drongan at 5 pm and gives a full pharmaceutical service at Coylton from about 5.10 to 6 pm on the same evenings

as the doctors consult, and on Saturday 12.45 to 1.15 pm. The premises are open for other business from 9 am to 1 pm and 2 pm to 6 pm with an early closing day on Saturday.

"To operate a part-time pharmacy successfully it would seem that the population served must be about 2,000, there should not be too much capital used to buy the premises (fortunately village property may sometimes be bought quite reasonably) and, if the service is operated by one pharmacist only, the doctors' consulting hours should not coincide in the two villages."

Guessing about future development, Mr Mackay predicted more requests from communities for some kind of pharmaceutical service, stimulated by the knowledge that such a service is available, by increases in population in one area, by the closure of a pharmacy in another, by the increasing cost and decreasing frequency of public transport services.

However, statistics showed that "if you have a single pharmacy in a rural area, you are more likely to continue in practice, or be able to sell, than if you are in Glasgow."

"Perhaps we may not need as many collection and delivery services as we at first thought."

## Remuneration : new meeting

Arrangements for a meeting with representatives of the Department of Health during the latter part of July, to deal with outstanding remuneration matters, were approved by the Central NHS (Chemist Contractors) Committee recently.

The Committee agreed that a document prepared by its consultants should be made available, together with other documents about remuneration negotiations during the past seven years to the expert witnesses who were currently being asked to act on behalf of the Committee during discussions with the Department.

The Committee's claim for an appreciable increase on the basic price paid for the loan of oxygen equipment, an increase on the professional fee per set for supplying the equipment, an increase on the professional fee per cylinder for supplying the oxygen gas, and an increase on the allowances for delivery, would again be pressed at the meeting.

Further correspondence with the Department on the planning of discount inquiry was reported.

The latest available figures provided the following information:

	Jan. 1971	Jan. 1970
Total number of prescriptions	23,962,074	25,670,553
Total cost	£16,946,155	£15,967,801
Average total cost per prescription	70.72p	149.29d (62.20p)
Average on-cost (after discounting)	3.89p	8.71d (3.63p)
Average fee	14.91p	29.94d (12.48p)

It was decided to make further representations to the Department about the failure of doctors to endorse prescriptions "urgent" in the light of replies received



from the local pharmaceutical committees.

A report was received from the Post Office on the passage of parcels of EC10 forms through the post to pricing bureaux. The recommendation was that "pharmacists should be advised to improve the quality of the packing of their prescriptions. The essential requirements are good quality brown paper securely fastened with string. It would also help, particularly with the larger parcels, if the bundles of prescriptions were wrapped in a piece of corrugated cardboard secured with rubber bands or adhesive tape before the outer wrapping of paper and string was applied. The preliminary inner wrapping would help to secure the contents if the outer wrapping became torn."

The report added that investigations at the Newcastle and Wakefield pricing bureaux suggested that the arrival of damaged packages was almost invariably the result of inadequate packing, many of the parcels examined having been "wrapped in very flimsy paper and fastened only with adhesive tape."

A report was received of further representations on collection and delivery services made to the Department. The importance of providing such services, and the payment for providing them, had again been emphasised.

After lengthy discussions about service committee procedure, it was decided that local pharmaceutical committees would be reminded of the recording procedure available as part of the Drug Testing Scheme.

Initial consideration was given to the consultative document on National Health Service reorganisation in Wales and it was agreed to consider the matter further when the views of the General Pharmaceutical Committee of Wales were known.

## Report on Noel Hall progress

A special general meeting of the Guild of Public Pharmacists is to be held in London on Saturday, July 24, at which the membership will receive a full report of the progress of the Noel Hall negotiations.

The decision to call the meeting was taken by the Guild's council last week, after it had been reported that a letter, signed by 20 members of the London branch, had been received requesting such a meeting, and intimating that a motion would be tabled expressing dissatisfaction with the steps taken by the council to keep the membership informed of the progress of salary negotiations.

Particular reference would be made to the assimilation terms in the Noel Hall report.

The council decided that the forthcoming meeting would be asked to approve or reject acceptance of the salary award, the scales for Noel Hall new grades and the assimilation terms (with some amendments) which had been discussed in the subcommittee on assimilation. District members of council were requested to communicate the essential details of these to branches as soon as possible.

It was decided also to put to the special meeting the proposal for a new name for

the Guild, under which it would be registered as a corporate body for fulfilling the requirements for registration under the Industrial Relations Act. The new name proposed is the Guild of Hospital Pharmacists.

In reporting on the negotiations in the assimilation subcommittee Mr J. G. Roberts said that the management side insisted that the assimilation terms were part of the package deal, and that no advance letter would be sent out authorising the payment of the 8 per cent increase in salaries until all the details of the assimilation arrangements had been agreed.

Council expressed grave dissatisfaction at what was felt to be a further example of negotiation under duress.

Mr B. H. Smith was elected president, Mr T. D. Clarke vice-president, Miss J. Greenleaf general secretary, Mr W. Mott treasurer, Mr J. G. Roberts salaries secretary, Mr G. Raine editor and Mr J. R. Peattie assistant general secretary.

## Health centres develop in NI

Pharmacists have been "particularly active" during the past year in discussing "the many complex questions" involved in health centre practice, says the Northern Ireland General Health Services Board in its report for 1970-71.

The Board's officers "had many discussions with groups of chemists affected by health centre development," says the report, "and an endeavour is made to make all possible information available to them to assist them in deciding whether or not to participate."

The number of health centres increased from 18 to 22 during the year. And, at March 31, seven more were under construction, 33 were in the "active planning" stage and a further 26 under consideration.

During the year, pharmaceutical services cost £594,314 more than in the previous 12 months, says the report. The number of prescription forms was up by 41,625 to 6,726,570 and the average cost per form increased by 8.6p to £1.206.

Statutory charges payable by patients were down by £21,771, as a greater number of patients were exempt from charges.

Sixty-two dispensing doctors in 46 practices were required to dispense for some of their patients, who, through distance or inadequacy of transport would otherwise have had serious difficulty in obtaining medicines from a chemist. The number of doctors required to dispense was reduced by one, but the number of practices remained unchanged compared with last year.

The number of patients for whom these doctors were required to dispense was 62,247 at March 31, 1971—down 244.

The number of pharmacists providing pharmaceutical services decreased by eight to 589 and the number of pharmacies operated by them also decreased by eight, to 635. The report adds that the number of pharmacies has fallen each year since 1962, in which year the figure at April 1 was 715 premises.

The amount paid to chemists by the

Board during the year was £7,561,372—representing the net amount due to them after deducting £552,861 for charges collected and retained by chemists.

In addition, £8,352 was paid to chemists in Belfast and a number of other towns for the provision of rota service after normal hours.

## BMA's suggestions for prescribing practices

Dealing with drug abuse and the prescribing habits of general practitioners, a memorandum, prepared by the Welsh General Medical Services Committee of the BMA, makes the following recommendations on aspects of individual control:

That the quantity of drugs made available to patients in acute episodes of disease should correspond to the intervals between consultations, but that when consultations are necessary at less than a week's interval then the supply period chosen should be no more than a week.

In the instance of maintenance therapy, a prescription should normally not exceed a supply required for one month. Should however consultation requirements be less frequent, the use of post-dated prescriptions should be considered.

Ideally it was considered that doctors should both write and sign every EC10 issued. This is, however, recognised as not being practicable due to the considerable time-saving achieved by ancillary staff filling name and address sections and in the instance of repeat prescriptions copying such details from the existing medical records. Recognising these practices, the committee proposes the advice that doctors adopt the procedure of:

- (a) checking and/or entering dosage instructions and total amounts;
- (b) signing only completed forms;
- (c) utilising a method of writing total amounts in a manner which minimises the risk of change.

### Thwarting forgers

The methods advised under proposal (c) were:

- (a) that amounts be written as well as in figures;
- (b) figures used as total should be close-ringed;
- (c) any space on the form not utilised for the prescription should be "lined" out.

That improved sources of information on current drugs and preparations should be encouraged and looked at in terms of continuing education programmes.

Consideration be given to the development of a colour coded treatment card for inclusion in NHS GMS records.

Every effort be made to continue the process of colour coding and marking of drugs and that the N.P. procedure be adopted formally.

Some official scheme for the provision of repeat prescriptions should be investigated.

That at administrative and clerical levels, a reappraisal of the security procedures be set in train on the question of EC10 distribution, storage, etc.



# MARKET NEWS

## Mercurial prices easier again

London, July 7: Prices of mercury salts were again lower, reflecting the easier tone of the metal. The perchloride at £4.15 kg is down £0.50 kg while the subchloride at £5.25 is down £0.70.

Trading in crude drugs was extremely quiet during the week. Peru balsam, Jamaican ginger and Zanzibar chillies were dearer on the spot and sarsaparilla and Sarawak white pepper for shipment. Chinese menthol moved up a little but Brazilian was lower.

In essential oils Ceylon citronella and lemongrass were lower for shipment while petitgrain in the forward position was nominal.

## Pharmaceutical chemicals

**Acetomenaphthone:** £5.62½ kg for 100-kg.  
**Adrenaline:** (Per g) Synthetic 1-kg lots, £0.059 500 g (£0.067); acid tartrate, 1 kg (£0.44); 500g. (£0.05).  
**Alcohol:** (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—plain British spirit £0.225; SVR 96.1 per cent £0.233; absolute 99.5 per cent £0.241; 99.9 per cent £0.245. In drums 900 gal minimum respective prices are £0.238, £0.246; £0.254, £0.258; Synthetic grades are PBS £0.152; 99.5 per cent £0.164 in bulk and £0.165 and £0.177 in drums.  
**Aloin:** 50-kg lots £7.20 kg.  
**Aminacrine hydrochloride:** £30 kg.  
**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.  
**Ascorbic acid:** 50-kg lots £1.80 kg; sodium ascorbate £2.03.  
**Aspirin:** Per metric ton, in 10-ton lots £525; 5-ton £530; 1-ton £540.  
**Bemegride:** BPC £16 kg.  
**Benzamine lactate:** 500-kg lots, £51.15 kg.  
**Benzocaine:** 50-kg lots £1.48 kg.  
**Brucine:** (1-kg lots) alkaloid £21.75; sulphate £17.50.  
**Calamine:** BP £0.62 kg per metric ton.  
**Calcium lactate:** 250-kg £412 per metric ton.  
**Calcium pantothenate:** £5.23 kg; 25-kg, £5.18 kg.  
**Calcium sodium lactate:** metric ton, £709 for 50-kg lots.  
**Carotene:** Suspension 20 per cent £16.67½ kg.  
**Chloroform:** BP from £213.55 per metric ton in 280-kg drums to £222.75 in 36-kg drums.  
**Chlorophenesin:** 50-kg lots £3.62½ kg.  
**Cyanocobalamin:** Up to 200-g lots £2 per g.  
**Dienoestrol:** 5-kilo lots £62.50 kg.  
**Emetine:** hydrochloride £375 kg;—bismuth iodide £12.50.  
**Ephedrine:** (25-kg per kg) alkaloid £11.64; hydrochloride £9.25; sulphate £9.50.  
**Ferrous gluconate:** (Per metric ton) 25-kg lots £600; 250-1,000 kg £554.  
**Ferrous phosphate:** In kegs £0.46 kg.  
**Folic acid:** 1-kg £32; 50-kg £28.29.  
**Glucose:** (Per metric ton in 10-ton lots). monohydrate powder £83.70; anhydrous £156. Liquid 43° Baumé £69 (5-drum lots).  
**Glycerin:** BP spot lots, 5,000-kg £211.60 per metric ton; 1,000-kg £214.55; 250-kg £220.45 kg; under 250 kg, £250 kg.  
**Hydrogen peroxide:** 35 per cent, £130 per 1000-kg in 50-kg containers.

**Hydroxocobalamin:** £5.25 per g.  
**Iron ammonium sulphate:** 100-kg £205 per metric ton.  
**Iron and ammonium citrate:** (Per metric ton) granules, 50-kg lots £620; 250-kg £602; 50-kg scales £790; green £830.  
**Iron phosphate:** £470 for metric ton 50-kg lots.  
**Isoprenaline sulphate:** 5-kg £16.50 kg.  
**Mercury salts:** Per kg in 50-kg lots and over-ammoniated powder £4.85; oxides-yellow £5.60 and red £6.05; perchloride £4.15; subchloride £5.25; iodide (25 kg lots) £5.15.  
**Methylated spirits:** In 45-gal drums minimum 500 gal, delivered, industrial 66 op £0.302 per bulk gal; perfumery quality £0.35; mineralised £0.316.  
**Neomycin sulphate:** BP 5-kg £27.50 kg.  
**Nicotinamide:** (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.  
**Nicotinic acid:** (Per kg) 1 kg £1.93; 50-kg £1.83.  
**OPanthenol:** £9 kg; 5-kg £8.50 kg.  
**Parachloro-meta-xylene:** 50-kg lots £0.90 kg.  
**Paraffins:** (In 6-drum lots per long ton) Liquid BP £139.25; light £121.15. Technical white oils; £105.65 to £123.15. Soft; white BP £103.75 and yellow £79.50. All in non-returnable barrels.  
**Penicillin:** Sterile sodium; potassium or procaine £12.92 per 1,000 Mu for 5,000—25,000-Mu lots.  
**Phenolphthalein:** 250-kg lots £0.94 kg.  
**Physostigmine:** (100-kg lots per kg); salicylate £686.70; sulphate £878.70.  
**Pilocarpine:** 1-kg lots hydrochloride £93; nitrate £91.25.  
**Potassium citrate:** £336 per metric ton.  
**Potassium permanganate:** BP £0.22½ kg technical £0.21½.  
**Pyridoxine:** £6.15 kg; 25-kg £6.05 kg.  
**Quinidine:** Alkaloid (5-kg lots) £42 kg; sulphate (50-kg) £35 kg.  
**Quinine:** (per kg for 85-kg lots) alkaloid £24.40; bisulphate £19.25; dihydrochloride £23.75; hydrochloride £23.50; sulphate £19.40; hydrobromide (15-kg) £25.70.  
**Riboflavin:** £12.76 kg; 25-kg £12.66.  
**Sodium benzoate:** One-metric ton lots £28.33 kg.  
**Sodium bicarbonate:** BP £26.40 per long ton for 8-ton lots in 1-cwt bags delivered.  
**Sodium carbonate:** anhydrous £105 metric ton in 250-kg lots.  
**Sodium chloride:** Vacuum dried £7.40 per long ton in paper sacks for 6-ton lots, ex works.  
**Sodium citrate:** £303 per metric ton.  
**Sodium perborate:** (Per 1,000 kg) monohydrate £283.50—tetrahydrate £139.  
**Sodium percarbonate:** (Per metric ton) £163.  
**Sodium potassium tartrate:** (Per metric ton 50-kg £287; 250-kg £282; 1,000 kg £278.  
**Sodium salicylate:** 1000-kg lots £0.50 kg.  
**Sodium sulphate:** BP from £35 to £40 per metric ton as to crystal. BP exsiccated £60 ton.  
**Sodium thiosulphate:** £44 per metric ton.  
**Sorbitol:** Powder £335 metric ton, syrup £152, both in 250-kg lots.  
**Stilboestrol:** BP in 25-kilo lots £33 kg.  
**Streptomycin:** Sterile base or sulphate £15 kg for 25-kg lots.  
**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.  
**Terpineol:** 50-kg lots £0.49 kg.  
**Theobromine:** Alkaloid £13.50 kg delivered.  
**Theophylline:** (50-kg) BP anhydrous, hydrate and ethylenediamine (aminophylline) £2.13 kg.  
**Thiamine:** Hydrochloride and mononitrate £10.42 kg; 25-kg £10.37.  
**Thymol:** In 1-ton lots £2 per kg.  
**Vitamin A:** Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.90.  
**Vitamin D<sub>2</sub>:** Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.  
**Vitamin E:** (per kg) £9.25; 5 kg lots £9.15; 25 per cent dry powder £4.29 and £4.69 respectively.  
**Zinc carbonate:** BPC 25-kg sacks £0.26 kg.  
**Zinc chloride:** granular 96-98% £125 metric ton.  
**Zinc sulphate:** monohydrate £69 per 1,000 kg; heptahydrate £44.

## Crude drugs

**Balsams:** (lb) Canada: £1.85 spot; £1.80 cif. **Copaiba:** BPC £0.60; Para £0.40. **Peru:** £1.10; £1.05, cif. **Tolu:** BP £0.70.  
**Benzoin:** BPC, £40 cwt; £37-£45, cif.  
**Ipecacuanha:** Matto Grosso £3.15 lb spot; £3 cif. Costa Rican £3 spot, £2.87, cif.  
**Menthol:** (kg) Chinese spot £6.85; shipment, £6.80, cif. Brazilian spot £5.45; £5.35, cif.  
**Sarsaparilla:** Spot nominal; £0.42½ lb, cif.  
**Turmeric:** Madras finger £180 ton; £115 cif.

## Essential and expressed oils

**Almond:** £500 metric ton, c and f, duty paid.  
**Amber:** Rectified spot £0.27½ kg.  
**Anise:** Chinese £1.43 kg spot; £1.38 cif  
**Bay:** £6.60 kg  
**Bergamot:** £9.35-£11.55 kg as to grade.  
**Birch tar:** Rectified £1.75 kg.  
**Bois de rose:** Brazilian £1.87 kg spot; £1.76, cif.  
**Cade:** Spanish £0.42 kg.  
**Cajuput:** Spot £1.21 kg.  
**Camphor white:** £0.30 kg, cif; spot £0.40.  
**Cananga:** Java £8 kg spot.  
**Caraway:** Dutch £5.55 kg; English £15 kg.  
**Cardamom:** English distilled £57.50 kg.  
**Cassia:** Chinese £2.09 kg, cif.  
**Cedar:** Leaf £2.40 kg; wood; American £1.54.  
**Celery:** English £27 kg.  
**Cinnamon:** Ceylon leaf £1.60, cif; Seychelles leaf rectified £2.75; bark, English distilled £97.50.  
**Citronella:** Ceylon £0.92½ kg spot; £0.89, cif, Chinese £1.17 kg spot; £1.09, cif.  
**Clove:** Madagascar leaf £1.20 kg in bond; £1.17 cif, English distilled bud £19.50.  
**Cod-liver:** BP in 45-gal lots £28.79 naked; BSI No. 829 £26.81½ naked, carriage paid.  
**Coriander:** £9.35 kg spot.  
**Cubeb:** English, Scarce at £13 kg.  
**Dill:** £5.70 kg spot.  
**Eucalyptus:** Chinese 80-85 per cent £0.62½ kg in bond £0.57½, cif.  
**Fennel:** Spanish sweet £2.09½ kg.  
**Geranium:** Bourbon £17 kg spot nominal.  
**Ginger:** English distilled to £48 kg.  
**Juniper:** Berry £3.08 kg; wood £0.55.  
**Lavandin:** £2.64 kg.  
**Lavender:** French from £4.04 kg.  
**Lavender spike:** Spanish £3.05 kg in metric ton lots.  
**Lemon:** Sicilian £5.65-£6.95 kg spot.  
**Lemongrass:** £2.07½ kg spot; £1.65, cif.  
**Nutmeg:** East Indian £4.95 kg. English distilled from West Indian £13.65.  
**Olive:** £305-£310 metric ton fob Spain; spot £360-£365 long ton, duty paid. Tunisia £315-£320 metric ton c and f London.  
**Orange:** Sweet from £0.32½ kg; bitter £2.70 £2.90.  
**Palmarosa:** £8.50 kg spot, £8, cif.  
**Patchouli:** Spot £4.25-£4.50 kg duty paid.  
**Pennyroyal:** Spot £1.80 kg.  
**Pepper:** English distilled ex black £37.50 kg.  
**Peppermint:** (Per kg) *Arvensis* Chinese £2.54 spot; £2.39, cif; Brazilian £2.23 spot; £2.20, cif American *piperate* from £3.63.  
**Petigrain:** Paraguay spot £2.80 kg, nominal, cif.  
**Pine:** (kg) *Abietis* £3.57, *Pumilionis* £6; *sylvestris* £1.62.  
**Rosemary:** Spanish £1.50 kg.  
**Sage:** Spanish £1.87 kg spot.  
**Sandalwood:** Mysore spot £13.25 kg. East Indian for shipment £12.50, cif.  
**Spearmint:** American £4.60 kg; Chinese spot £3.50 per kg; shipment £3.30, cif.

## COMING EVENTS

Wednesday July 14

North London Pharmaceutical Association, Arncliffe Arms hotel, Arncliffe Grove, London, N11, at 7 pm. Annual meeting.

# Simpla Bedside Urine Drainage Bags

NEW PATENTED TAP ALLOWS EASY DRAINAGE  
 2000 c.c. WITH ACCURATE GRADUATIONS  
 STERILE & INDIVIDUALLY WRAPPED  
 LOW COST HANGERS AVAILABLE

send your order to MACARTHYS Ltd or write for Free Sample & Leaflet to

**SIMPLA PLASTICS LTD**

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# André Philippe



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**Copy date** 4 pm Tuesday prior to publication date

Advertisements should be prepaid

**Publication date** Every Saturday

**Post to** John Thelwell, Classified Advertisement Manager, Chemist and Druggist, Bouverie House, 154 Fleet Street London EC4A 2DL  
 Telephone 01-353 3212

**Circulation ABC**  
 July/December 15,879

## Situations vacant

### Unique Opportunity for a Top Salesman

A newly formed company in the specialised Perfumery supply industry requires a Top Salesman with the potential to become SALES DIRECTOR.

Salary offered will be around £4,000 p.a. with the opportunity to double this within five years.

Essential qualifications are a proven record of selling Perfumery Compounds to the cosmetic and other industries, together with established top level contacts. Candidates, preferably aged 28-40, must be able to devise and execute a marketing plan without supervision.

Applicants should apply, in strictest confidence with full career details to Box No. 1780.

Experienced tablet coater required to take charge of modern coating department. Also experienced tablet machine operators required, good prospects for the right person.

G. O. Woodward & Co.,  
 225 Putney Bridge Road,  
 Putney,  
 London, S.W.15.  
 Tel: 870 0971

## Wanted

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8 C 140

**WANTED** — Used tablet machines single and rotary, drying cabinets, electric boiling pans, full details to Masson, 35, Thornton St., Glasgow, N.W.

### YOUNG PHARMACIST

Northern or Scottish graduate preferred, with a sense of responsibility, required as Superintendent to small retail group. Preliminary training if required. Profit sharing and fringe benefits.  
**BOX 1779**

## Trade marks

The Trade Marks set out below were assigned on the 1 April 1971 by E. C. DE WITT & COMPANY LIMITED, of Seymour Road, Leyton, London E10 to AVON COSMETICS LIMITED of Nunn Mills Road, Northampton, WITHOUT THE GOODWILL OF THE BUSINESS IN WHICH THEY WERE THEN IN USE.

Registered No.	Trade Mark	Goods
647931	GOLD BROCADE	Perfume; powder, face creams, bath salts, lotions, complexion milk, and glycerine and rose-water, all being non-medicated toilet preparations; cosmetic preparations for the face and legs, toilet preparations for the hair; toilet soap, bayrum, lipsticks and non-saponaceous shampoos.
820556	BROCADE	Perfumes, bath salts (not medicated) for toilet purposes, and bath essences.

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Chingford area,

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Audited takings £437 p.w. with good profit margin. Several doctors' surgeries nearby suggest potential pharmacy. 5 rooms, 2 kitchens, bathroom vacant above. Lease at only £550 p.a. Strongly recommended. £4,500 plus s.a.v.

Also other shops available.

### Christie & Co.

32 Baker St., London W1M 2BU.  
 Tel: 01-486 4231 (12 lines).

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For further information on sizes and prices contact

James Townsend & Sons Ltd  
 Specialist Label Printers  
 PO Box 12 Western Way Exeter EX1 2AB

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Please mention C & D when  
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# Classified advertisements

## Hospital appointments

HAMMERSMITH HOSPITAL  
AND THE ROYAL  
POSTGRADUATE MEDICAL  
SCHOOL

Du Cane Road, London, W.12.

### LOCUM PHARMACIST

required as soon as possible at the above large postgraduate teaching hospital for several weeks. Salary £33 per week.

Applications to Chief Pharmacist (01-743 2030, ext. 37).

CONNAUGHT HOSPITAL  
ORFORD ROAD, E.17 9LW

### Pharmacy Technician

(Apothecaries' Hall Certificate or equivalent City & Guilds) Whitley Council Conditions. Post vacant immediately. Applications to Hospital Secretary. Tel: 01-520 2233.

### Royal Free Hospital

Gray's Inn Road,  
London, W.C.1

LOCUM PHARMACIST for above Hospital commencing 16th August 1971. Single accommodation available. Salary £31.25 per week plus London Weighting. Applications naming two referees to Group Chief Pharmacist.

## Shop fittings

SHOPFITTINGS — Manufacturers of chemists fittings offer Special Terms to chemists opening or re-fitting in July, Aug., and Sept., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

### BERG MOTION SHOWCASES

create a refined merchandising persuasion that — SELLS. Plus pilferage protection. Terms: cash, lease or h.p. Send for a brochure to:

Samuel M. Steel,  
2, Laurel Grove, Galashiels,  
Selkirkshire.

Phone: 0896-3360

### PHARMACIST

required on part-time mornings only sessional basis. Further details on direct inquiry to Chief Pharmacist Brookwood 2446 Extension 34.

Applications naming two referees to be sent to Group Secretary, Brookwood Hospital, Knaphill, Woking, Surrey.

ILFORD AND DISTRICT  
HOSPITAL MANAGEMENT  
COMMITTEE

### Group Pharmacy SENIOR PHARMACIST

This is a group post with duties at Barking Hospital, Upney Lane, Barking, Essex, and King George Hospital, Whitley Council salary and conditions of service. Apply to Group Secretary, King George Hospital, Eastern Avenue, Newbury Park, Ilford, Essex.

HAMMERSMITH HOSPITAL and the Royal Postgraduate Medical School, Du Cane Road, London, W.12. Senior Pharmacist required at above general postgraduate teaching hospital (Category V). Rotation of duties, or mainly full-time Sterile Products Laboratory if preferred. Post offers excellent experience; very wide range specialist and other work, including active involvement in research projects of Hospital, School and Research Units and in Quality Control. Very pleasant working conditions. Salary scale £1,446-£1,801 p.a., plus Higher Qualifications Allowance (where applicable) and London Allowance £90. Accommodation available for single person (female). Applications stating age, experience and naming two referees, to Chief Pharmacist.

### Protect your price list

Plastic covers for the *Chemist & Druggist* Quarterly Price List are obtainable at 6s each from A. A. Golding, Subscription Dept., Summit House, Glebe Way, West Wickham, Kent, tel: 777-8271. Crossed-Postal Order with your order please.

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Chemist and Druggist,  
Bouverie House,  
154 Fleet Street,  
London EC4A 2DL.  
Telephone: 01-353 3212.

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# The British Dyewood Co Ltd

## Tannic Acid

in all qualities

Fine Chemicals for Industry

**The British Dyewood Company Ltd**  
 Head Office, 19 St. Vincent Place, Glasgow C1.  
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(viprynum embonate, Parke-Davis)

## supersedes piperazine salts in threadworm infestation

supersedes piperazine because it is vermifugal to threadworms and achieves a cure rate of virtually 100% with a single dose.

'Piperazine salts are also effective against enterobiasis, but have been largely superseded by viprynum embonate'. (*Brit. Med. J.*, 1:676, 1970)

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Available as tablets and suspension.

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3331 (CD)-71-UK

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for you or your customer

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with just 22½ ozs of sugar, 17 pints of water

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and is the self contained answer to your stocking problems —  
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**UNICAN for BEER** offers a choice of  
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Available through the 40 main Chemist Wholesalers, or write to  
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 The associated company of Grey Owl Laboratories Ltd.





# Bidex has grown two new fragrances.

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Now Bidex Spray Mist comes in three different fragrances. The original pink-and-white best-seller with the *Naturelle* fragrance is joined by *Fraîche* in a lilac-coloured aerosol and *Délicate* in soft yellow.

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